Spotlight Une 2008 Vol. 41 No.6

2008 CONVENTION



A monthly publication spotlighting top producers of American Income Life and National Income Life

INSIGHT



ROGER SMITH

President & CEO American Income Life & National Income Life

CARING IS WHAT WE DO

As you may have guessed, this issue of *Spotlight* highlights the 2008 Convention in Puerto Rico. I am sure I speak for everyone when I say we all had a fantastic trip - a once-in-alifetime experience full of fun, friendship, and a lot of iguanas.

But amid all of the fraternization, we did have a few serious moments, especially in regards to our recognition portions of the weekend. During my general session speech, I addressed the convention attendees on several topics, but one of my main focuses was on the subject of caring. Some of you reading might remember the I-CARE event, when 400 employees of the Home Office came together to celebrate the tenents of our I-CARE philosophy: Integrity, Create raving fans, Achieve more through teamwork, Respect others, and Enjoy having fun in the process. What I may not have admitted at the time was my hesitation in accepting this new motto. In fact, I originally thought it was pretty corny.

I am happy to say, however, that I could not have been more wrong. This became apparent to me at our recent meeting with the Labor Advisory Board – over 50 of the most powerful and influential people in labor. The point we kept making over and over – what made us different from Prudential, Farmers, New York Life, and other insurance companies - is that we care not only about our clients but about society as a whole.

You have all heard the saying, "With great power comes great responsibility." Super-hero movies aside, this is a perfect phrase to live by. As "The World's Greatest Sales Force," we have a genuine responsibility to those we serve and even to those we hope to serve. We need to have an honest sense of outrage with social injustice, and I believe we have stepped forward to do our part in making a real impact on the world. Because we care, OPEIU Local 277 members from AIL/NILICO are the

largest contributors to the Political PAC (J.B. Moss V.O.T.E.) throughout the OPEIU International. Because we care, we are one of the largest donators to the Democratic Party and strive to facilitate political reform.

We care that there are 47 million uninsured Americans today, many without money to even afford health care - our main stance behind Health Care for All.

We care about working families, and we fight daily to keep union jobs alive. We want to help those union families down on their luck through either our food bank or our strike/lay-off waivers. If a part of our society hurts, we hurt; we act because, you guessed it, we care.

So, I can honestly say I was wrong in assuming the I-CARE motto was corny. Caring is what we do, and we do it well, even in regards to our very own peers. It was clear at the Convention that many of the qualifiers were caring and loyal individuals. These were folks who put a client's need to buy a policy above their personal need to sell it. They would go out of their way to help a fellow agent or PR Rep who might be a little overwhelmed and give them the stalwart advice needed to become successful.

To our convention attendees, I would like to offer one final congratulations and a thank you for being role models for us all. To everyone who wishes to be there for the 2009 Convention in Beverly Hills, good luck and take some advice from your predecessors – care.



American Income Life

Insurance Company has been meeting union families' needs for over half a century. We are a leader in the union insurance market, and are totally committed to meeting the needs of union members through personal one-on-one service and complete Home Office customer support. You can count on AIL to do what it says it will do.

spotlight

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SGA CAREER TRACK

New Markets **Opening & Expanding**

There is a growing need for ambitious leaders.

AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an e-mail to: futuresga@ailife.com.

TOTAL BONUSES PAID OUT

This month AIL and NILICO paid a total of \$1,679,212.53 in bonuses. For more information on the monthly bonuses, turn to Page 13.

REQUIRED RETENTION RATE

Effective Jan. 1, 2008, to be eligible for bonuses and be featured in Spotlight, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines. The rates listed below are for Spotlight recognition only. Net to Gross is used only during the Producer's first eight months.

Retention:

Net to Gross:

DATES TO REMEMBER

Friday, July 4, 2008 Home Office will be closed for the Independence Day holiday. Tuesday, July 29, 2008 All business and PR credits must be at the Home Office to count for July production.

CORRECTION

In last month's issue, Supervising Agent Maifea Fetu's 1st 6 Mo. production was incorrectly listed. His actual production was \$20,399. We apologize for this error.

FOUNDER'S CLUB OUTSTANDING PRODUCERS May 2008

SGA Cohen-C Imran Sa

LOOK FOR THE ASTERISK

AGENT

Max Quasem

Haoyu Xu

The asterisks, shown throughout the magazine, indicate that place will be a year-to-date award winner. The Producers, who will be recognized at the 2009 Awards Presentation, are: the top SGA from each category based on the percentage of Net ALP objective, the top two PR Managers, the top two PR Representatives from each category, the top two RGAs, the top five MGAs, the top five GAs, the top SA, and the top ten Individual Producers. You can view the 2009 Convention Qualifications online at www.ailife.com or www.nilife.com. Check your production! If there is an asterisk by your position, you could be on your way to the Beverly Hilton, home of the Golden Globe Awards! The convention will be held May 14-17, 2009.

NEWS PAGE

AIL/NILICO MILLION DOLLAR CLUB



68%

78%



Another champion, another milestone, and the newest member of the AIL/NILICO Million Dollar Club for 2008 and the Beverly Hills stage, Robert Ulreich of the Jatoft-Foti Agency.

The Million Dollar Club was introduced to reward Personal Producers who produce \$1 million of Net ALP from 1999 forward to the end of a production year. These producers are recognized at the next Convention and receive a \$5,000 bonus check.

Congratulations, Robert!

JUNE 2008 LDS CONTEST

The winner will be the manager who generates the most Net Annualized Life Premium during the contest period for new agents coded during the contest period. Qualification will be based on the production of agents coded during the contest period to leadership seminar attendees under their SA, GA, MGA, or RGA contract level.

If an attendee has a manager under him or her who attends the seminar also, codes under the subordinate manager will count as 1/2 credits for the manager who is over the subordinate manager and full production credit for the subordinate manager. If no subordinate manager attends, codes will count as one and the full production credit will be used.

The winner will receive an all expense-paid trip to the next LDS to share how he or she recruited and developed the most productive new management group in AIL/NILICO, \$300, and a plague in recognition as the "Number One Manager" in the nation.

If qualified for the 2009 Convention in Beverly Hills, the winner will receive an extra day and a Jr. Suite.

The manager who recruits the most new agents during the contest will receive an award and a cash bonus of \$200.

The contest begins July 1, 2008 and ends December 31, 2008. Good luck!



TIMES QUALIFIED	TOTAL NET ALP	N/G *	RETENTION	
13	\$78,740		88.0	
1	\$52,856	89		
	QUALIFIED	QUALIFIED TOTAL NET ALP 13 \$78,740	QUALIFIED TOTAL NET ALP N/G * 13 \$78,740	QUALIFIEDTOTAL NET ALPN/G *RETENTION13\$78,74088.0

*Percentage of Net to Gross

Individual Producers



2. ROGHIE HASSANLOO

Toronto, ON

4. JAMES CHING

Long Island City, NY

6. RAYMOND ANGELES

Honolulu, HI

8. ELVIS O'BANOR

Edison, NJ

1. KEVIN ISHIKANE Honolulu, HI



3. BRENDA ANDERSON Honolulu, HI



5. MARC COULTER Halifax, NS



7. MARCO SANTOS Glen Ellyn, IL



9. JUSTIN GERMANY Oklahoma City, OK

0. KAREN SESSING Long Island City, NY	

M	AY PRODUCTION	AY PRODUCTION									
	Name	Net ALP	NG	Rtn	MGA	SGA					
1.	Kevin Ishikane	\$34,002		68.5	Daven Hermosura	Altig-Orlovic					
2.	Roghie Hassanloo	32,858		84.7	Byron Paz	Josh Chalom					
3.	Brenda Anderson	22,810	91		John Collins	Altig-Orlovic					
4.	James Ching	22,546	98		Alberto Alcala	Marc Rosen					
5.	Marc Coulter	21,519	96		Harjeet Rana	Imran Satti					
6.	Raymond Angeles	21,486	100		Daven Hermosura	Altig-Orlovic					
7.	Marco Santos	20,928	94		Michael Mandella	Alt-Orl-Venekamp					
8.	Elvis O'Banor	20,882	95		Laura Fisher	Eric Giglione					
9.	Justin Germany	20,555		71.7		Matt Flores					
10.	Karen Sessing	19,588	95		Mitch Duplantis	Marc Rosen					
11.	Benjamin Eggen	19,275		72.7		Altig-Orlovic					
12.	Amanda Deal	18,606	100		Brock Adams	Eric Neal					
13.	Magen Campbell	17,602	100		Robert Kanaan	Imran Satti					
14.	Ronald Stingley	16,830	99		Allan Gilbert	Bob Olson					
15.	Kent Zadko	16,786		81.4	Gregory McMeckan	Altig-Orlovic					
16.	Robert Reagan	16,461	91		Robert Shafer	Scott Rehberg					
17.	Paul Abeling	16,155	88		Jason Harris	David Zophin					
18.	Stephanie Broeder	15,946	100		Lee Jeffers	Altig-Orlovic					
19.	Cassaundra Gordon	15,877	93		Matthew Melhorn	Fred Hadayia					
20.	Julius Chibayere	15,754	94		Sabrina Lloyd	Barry Dillah					
	>> ALL TIME R	ECORD	\$71,391 NE	TALP	STEVEN STENSRUD	<<					

YTD PRODUCTION

	Name	Net ALP	NG	Rtn	MGA	SGA
* 1.	Roghie Hassanloo	\$141,840		84.7	Byron Paz	Josh Chalom
* 2.	Kevin Ishikane	123,876		68.5	Daven Hermosura	Altig-Orlovic
* 3.	Steven Stensrud	111,912		72.9	John McGrath	Altig-Orlovic
* 4.	Lily Tchen	103,732		74.0	David Iriye	Cohen-Cohen
* 5.	Max Quasem	97,470		88.0		Cohen-Cohen
*6.	Freida Yakubov	86,002		88.0	Elaina Bosco	Tom Williams
* 7.	Jamison Weatherspoon	84,040	96		Nicholas Zangardi	Surace-Smith
* 8.	Jose Lopes	81,940		69.2	Jose Lopes	David Zophin
* 9.	Kent Zadko	80,998		81.4	Shaun McDonald	Altig-Orlovic
* 10.	Andrew Haskins	80,833		73.0	Tiffany Roland	Altig-Orlovic
11.	Timothy Cruise	75,475		74.4		Altig-Orlovic
12.	Helen Taylor	73,350		75.8	Bobby Gujral	Altig-Orlovic
13.	Maifea Fetu	69,552	92			Steve Friedlander
14.	Dart Brown	68,840	86		Timothy Clark	Surace-Smith
15.	Amy Buskas	68,799		75.5	Lee Jeffers	Altig-Orlovic
16.	Benjamin Eggen	67,080		72.7	Benjamin Eggen	Altig-Orlovic
17.	David Farraway	65,296		83.7	David Farraway	Altig-Orlovic
18.	Patrick Taylor	65,161	89		Volodymyr Derevyanyy	Altig-Orlovic
19.	Joaquin Santos	64,081		79.4	Doreen Ryan-Foti	Jatoft-Foti
20.	Bobby Gujral	63,793		93.6	Bobby Gujral	Altig-Orlovic
	>> ALL TIME	RECORD	\$278,449	NET AL	P ZACHARY HART	<<

Supervising Agents







2. MICHAEL GARRETT

Halifax, NS



3. WILLIAM RAY Pittsburgh, PA

General Agents



1. ROBERT HEARNS Columbus, OH



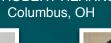
2. EVAN HOLZHAUER Edison, NJ



Pittsburgh, PA





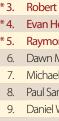




3. DANIEL WALTON Columbus, OH



5. JAMES AALDERS Halifax, NS



Name

* 1. James

* 2. James

9. Daniel \ 10. Christop



MAY PRODUCTION

Name 1. Michae 2. Michae 3. William 4. Milton (

5. Stepher

	1st Six Mo Agt	Net ALP	NG	Rtn	MGA	SGA
el Black	\$27,304	\$34,087	89		Brett Gryska	Oldham-Bianchi
el Garrett	26,990	29,577		75.6	Harjeet Rana	Imran Satti
n Ray	26,162	32,726	90		Jeffery Thiel	Simon Arias
Garlick	23,156	22,875	88		Levar Morgan	Theodore Pappas
en Jubrey	23,141	32,381	93		Brett Gryska	Oldham-Bianchi
>> A	LL TIME RECORD	\$78,033 1 st 9	SIX MO) AGT	LORENZO LAM	EKO <<
>>	ALL TIME RECORD	\$81,207	NET A	LP	LORENZO LAMEKO) <<

YTD PRODUCTION

	Name	1st Six Mo Agt	Net ALP	NG	Rtn	MGA	SGA
* 1.	Michael Garrett	\$156,908	\$157,923		75.6	Harjeet Rana	Imran Satti
2.	Yvonne Brown	95,102	117,199	87		Stephen Hill	Steve Friedlander
3.	Peter LilaLilomaiava	89,819	97,125	81		Lorenzo Lameko	Steve Friedlander
4.	Maifea Fetu	88,575	126,702	91			Steve Friedlander
5.	Stephen Jubrey	68,640	117,049	93		Brett Gryska	Oldham-Bianchi
	>> ALLTIM	E RECORD	\$298,373 1 st	SIX M	IO AGT	LORENZO LAM	EKO <<
	>> ALL1	TIME RECORD	\$443,893	NET /	ALP	MARY ANN GAELI	C <<

MAY PRODUCTION

	Name	1st Six Mo Agt	Net ALP	NG	Rtn	MGA	SGA
1.	Robert Hearns	\$42,613	\$46,126	89		Robert Dunn	Surace-Smith
2.	Evan Holzhauer	32,010	36,379		88.3	Laura Fisher	Eric Giglione
3.	Daniel Walton	29,710	44,467	91		Stephen Bendure	Surace-Smith
4.	John Thornton	26,422	35,151	83		Earnest Powers	Simon Arias
5.	James Aalders	26,409	30,036	85		Harjeet Rana	Imran Satti
6.	Justin Herdzina	25,021	28,939	94		Eric Cochran	James Bailey
7.	Kyriacos Davis	24,234	37,247	96		Earnest Powers	Simon Arias
8.	Atta Saleh	23,151	45,327	86		Mitch Duplantis	Marc Rosen
9.	Martin McCarthy	22,251	26,122	93		Michael Vasu	Surace-Smith
10.	Raymond Risucci	22,247	33,089		72.4	Dorian Oldham	Oldham-Bianchi
	>> ALL ⁻	TIME RECORD	\$195,544 1 ⁴	^{sт} SIX	MO A	GT TAINA LAME	KO <<
	>> A	ALL TIME RECORD	\$208,27	/8 NE ⁻	T ALP	TAINA LAMEKO	<<

>>

YTD PRODUCTION

	1st Six Mo Agt	Net ALP	NG	Rtn	MGA	SGA
Aalders	\$156,552	\$160,333	85		Harjeet Rana	Imran Satti
Cunningham	141,830	167,298	93		Nicholas Zangardi	Surace-Smith
Hearns	110,454	136,555	89		Robert Dunn	Surace-Smith
Iolzhauer	100,575	118,603		88.3	Laura Fisher	Eric Giglione
ond Risucci	90,461	163,081		72.4	Dorian Oldham	Oldham-Bianchi
McElwain	87,307	147,378		82.4		Oldham-Bianchi
el McIntosh	86,641	133,751	83		Harjeet Rana	Imran Satti
mra	82,922	123,611		73.9	Cheryl Foti	Jatoft-Foti
Walton	81,518	129,529	91		Stephen Bendure	Surace-Smith
pher Williams	81,514	109,943		75.5	Jeffery Thiel	Simon Arias
>> ALLTIN	NE RECORD	\$1,319,4961	1 st SIX	(MO F	AGT TAINA LAME	EKO <<
>> ALL	TIME RECORD	\$1,522,9	76 NF	T ALP	TAINA LAMEKO) <<

Master General Agents



1. EARNEST POWERS Pittsburgh, PA





2. ROBERT SHAFER Cincinnati, OH





4. ALLAN GILBERT Woodridge, IL

5. JEFFERY THIEL Pittsburgh, PA

3. LEVAR MORGAN Flushing, NY



Regional General Agents



1. FRANCISCO PEREZ Flushing, NY



2. MITCH DUPLANTIS Long Island City, NY



3. SONNY GURNEY Troy, MI

MAY PRODUCTION

	Name	1st Six Mo Agt	Net ALP	NG	Rtn	SGA	
1.	Earnest Powers	\$76,300	\$86,701	94		Simon Arias	
2.	Robert Shafer	65,216	63,965		75.2	Scott Rehberg	
3.	Levar Morgan	53,872	61,653		74.6	Theodore Pappas	
4.	Allan Gilbert	51,799	47,683		68.2	Bob Olson	
5.	Jeffery Thiel	50,302	57,004	87		Simon Arias	
6.	Brett Gryska	49,750	96,682		74.8	Oldham-Bianchi	
7.	David Thomas	41,332	56,742		89.4	Theodore Pappas	
8.	Alberto Alcala	40,918	45,188		76.5	Marc Rosen	
9.	Joseph Moore	38,609	48,141		77.0	Matt Henderson	
10.	John Collins	36,768	44,400		70.1	Altig-Orlovic	
	>>	ALL TIME RECORD	\$326,483 1 st SIX N	/IO AGT	J	EFF RIBMAN <<	
	>>	ALL TIME RECORD	\$364,595 NET	ALP	JEFF	RIBMAN <<	

YTD PRODUCTION

MAY PRODUCTION

>>

>>

YTD PRODUCTION

Name

1. Francisco Perez

2. Mitch Duplantis

3. Sonny Gurney

4. Laura Fisher

5. Harjeet Rana

Name

* 1. Harjeet Rana

* 2. Francisco Perez

3. Mitch Duplantis

4. David Hausman

5. Nicholas Zangardi

>>

>>

1st Six Mo Agt

\$111,335

111,256

82,190

75,392

72,718

ALL TIME RECORD

ALL TIME RECORD

1st Six Mo Agt

\$537,794

473,360

434,222

419,280

417.739

ALL TIME RECORD

ALL TIME RECORD

	Name	1st Six Mo Agt	Net ALP	NG	Rtn	SGA	
* 1.	Lorenzo Lamek	o \$531,724	\$662,900	86		Steve Friedlander	
* 2.	Stephen Hill	336,182	368,099	85		Steve Friedlander	
* 3.	Brett Gryska	283,197	406,707		74.8	Oldham-Bianchi	
* 4.	Joseph Moore	207,855	224,846		77.0	Matt Henderson	
* 5.	Cheryl Foti	195,676	476,319		70.7	Jatoft-Foti	
6.	Wayne Fader	195,227	242,341		74.1	Marc Rosen	
7.	Desi Dimitrova	180,253	269,404		75.0	Allan Jennings	
8.	Jeremy Welch	178,032	210,345		71.9	Slav Bitman	
9.	Laura Fisher	176,598	306,043		73.8	Eric Giglione	
10.	Jeffery Thiel	168,388	195,546	87		Simon Arias	
	>>	ALL TIME RECORD	\$1,802,351 1 st S			JEFF RIBMAN <<	
	>>	ALL TIME RECORD	\$2,168,283	NET ALP	JEF	F RIBMAN <<	

Net ALP

\$182,717

190,761

202,955

113,539

150,180

Net ALP

\$796,918

749,690

631,473

794,350

623.675

\$1,989,902 1st SIX MO AGT

\$4,570,094 NET ALP

\$250,884 1ST SIX MO AGT

\$470,822 NET ALP

NG Rtn SGA

68.1

NG Rtn SGA

70.5 Theodore Pappas

69.7 Marc Rosen

70.6 Paul Rumbuc

Imran Satti

JIM BIANCHI

<<

<<

<<

<<

75.9 Eric Giglione

JIM BIANCHI

68.1 Imran Satti

69.7 Marc Rosen

71.7 Eric Giglione

68.9 Surace-Smith

JIM BIANCHI

70.5 Theodore Pappas

JIM BIANCHI

Public Relations

MALKA ARONY PR Manager Phoenix, AZ





SHANNON WALKER LEO VANDENBUSSCHE Category A Camas, WA

Category A Winnipeg, MB



AL WALL

Category B

Toronto, ON



VIVIAN DWYER Category B Glen Allen, VA

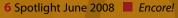


Category B



KENNETH ALTIZER Category C Nebo, WV





	~				
MAY PROI	DU	CTION			
Category		Name	Production	SGA	
PR Manager	1.	Malka Arony	8,190 Cards	HO Los Angeles/Ha	rtman
	2.	Susan Fuldauer	7,251 Cards	HO IN	
	3.	Shannon Walker	5,084 Cards	HO US/WA	
C. hannan A	1		4226 Camb		
Category A	1.	Shannon Walker	4,336 Cards	HO US/WA	
	2.	Leo VanDenBussche	3,401 Cards	HO CN/MB	
	3.	Mark Gagliardi	2,486 Cards	Jatoft-Foti	
	4.	Brenda Stipanovich	2,115 Cards	HO PA	
	5.	Brenda Di Somma	1,962 Cards	HO NJ	
Category B	1.	Al Wall	5,139 Cards	Josh Chalom	
	2.	Vivian Dwyer	3,323 Cards	Slav Bitman	
	3.	Robin Andrade	2,885 Cards	HO MA	
	4.	Glen Hardeman	2,139 Cards	HO St Louis	
	5.	Darrell Dorey	2,123 Cards	Imran Satti	
	>>	ALL TIME RECORD	18,960 Cards		<<
Category C	1.	Kenneth Altizer	23 Groups	HOWV	
	2.	Susan Fuldauer	14 Groups	HO IN	
	3.	William Slocum	11 Groups	HO PA	
	4.	Richard Case	9 Groups	Surace-Smith	
	5.	Donald Spohn	7 Groups	Surace-Smith	
	>>	ALL TIME RECORD	55 Groups	VIVIAN DWYER	<<

YTD PRODUCTION SGA Production Category Name PR Manager * 1. Malka Arony 35,816 Cards HO Los Angeles/Hartman * 2. Susan Fuldauer 29,266 Cards HO IN 3. Chuck Hill 27,439 Cards Jatoft-Foti Category A * 1. Rona Pileggi Spano 17,742 Cards HO Chicago * 2. Malka Arony 11,642 Cards HO Los Angeles/Hartman 3. Brenda Di Somma 11,560 Cards HO NJ 9,267 Cards Jatoft-Foti 4. Larry Lozano 5. Chuck Hill 8,934 Cards Jatoft-Foti * 1. Al Wall 19,190 Cards Josh Chalom 10,630 Cards HO MA * 2. Robin Andrade 3. Cynthia Layton 9,493 Cards HO KS 4. Michelle Baxter 7,599 Cards HO IN 5. Paul Winslow 6,701 Cards HO St Louis >> ALL TIME RECORD 61,879 Cards **DENISE BOWYER** << Category C * 1. Kenneth Altizer 52 Groups HOWV * 2. Donald Spohn 33 Groups Surace-Smith 3. Richard Case 33 Groups Surace-Smith 4. Susan Fuldauer 29 Groups HO IN 28 Groups HO GA 5. Brett Hulme >> ALL TIME RECORD 136 Groups KENNETH ALTIZER

Public Relations Manager selection guidelines for recognition in the Spotlight are as follows: Category A = SGA categories I and II.

Category B = AII other SGA categories Category C = Top number of group credits signed from all SGA categories. Also, please note, the number of leads will be used to break a tie in Category C.

State General Agents



Rick Altig







James Bailey



Josh Chalom







Mark Hancock

Ilija Orlovic

MAY PRODUCTION - 1st Six Mo Agt

Category	Name	NG	Rtn	1st Six Mo Agt	1st Six Mo Obj	% of Obj
Category I	Surace-Smith		69.6	\$254,978	\$221,000	115
Category II	Alt-Orl-Venekamp		70.9	81,496	76,000	107
Category III	Marc Rosen		70.0	111,257	94,000	118
	Theodore Pappas		70.9	112,138	100,000	112
Category V	Scott Rehberg	88		72,947	52,500	139
	Slav Bitman		69.7	82,189	73,500	112
	Allan Jennings		75.8	77,516	69,500	112
	T J Rowell		74.9	67,109	65,500	102
Category VI	James Bailey	87		52,890	43,500	122
Category VII	Simon Arias	92		131,261	30,500	430
	A J O'Connor		71.2	63,859	43,500	147
	Tim McAdams	91		53,119	37,000	144
<u> </u>	James Bailey Simon Arias A J O'Connor	92		52,890 131,261 63,859	43,500 30,500 43,500	122 430 147

YTD PRODUCTION - 1st Six Mo Agt

Category	Name	NG	Rtn	1st Six Mo Agt	1st Six Mo Obj	% of Obj
Category I	Surace-Smith		69.6	\$1,638,843	\$1,105,000	148
Category III	Imran Satti		68.7	539,874	445,000	121
Category V	Slav Bitman		69.7	433,473	330,000	131
Category VI	Mark Hancock		71.8	302,231	287,500	105
Category VII	Simon Arias	92		252,127	91,500	276
	Travis Moody	92		73,170	69,000	106

MAY PRODUCTION - Net ALP

Category	Name	NG	Rtn
Category I	Surace-Smith		69.6
Category III	Marc Rosen		70.0
Category IV	Josh Chalom		72.9
Category VI	Mark Hancock		71.8
Category VII	Simon Arias	92	

YTD PRODUCTION - Net ALP

Category	Name	NG	Rtn
Category I	*Surace-Smith		69.6
Category II	*Cohen-Cohen		79.5
Category III	*Tom Williams		68.8
Category IV	*Josh Chalom		72.9
	Alt-Orl-Deley		71.1
Category V	*Slav Bitman		69.7
Category VI	*Mark Hancock		71.8
Category VII	*Simon Arias	92	
	Travis Moody	92	
Category VIII	*David Orrico		70.9



Scott Rehberg



Marc Rosen

Net ALP Obj	% of Obj
\$433,000	105
182,000	106
165,000	138
113,000	100
61,000	239
	Obj \$433,000 182,000 165,000 113,000

Net ALP	Net ALP Obj	% of Obj
\$2,798,976	\$2,165,000	129
1,410,368	1,410,000	100
958,459	930,000	103
1,005,292	825,000	122
948,755	825,000	115
728,955	645,000	113
672,477	565,000	119
292,907	183,000	160
145,621	138,000	106
325,756	325,000	100



Marcus Smith



Jim Surace



Dustin Venekamp









2008 Convention: Puerto Rico

"I came into the convention as a stranger but certainly left the convention as one of the family. I was totally blown away by the fact that there was more to AIL than little New Zealand. We are so far away from everyone and everything, but yet we strive to achieve the same vision: "To Serve and Protect" our clients whom we call family. Throughout the convention I could not help but think about and thank Bernard Rapoport for creating the AIL family, whose sole purpose is to take care of families, no matter what race, colour or creed."

-Lorenzo Lameko, #1 SA

PUERTO RĬCO

White Hot Highlights

Taina Lameko, #1 GA: "The great thing about Convention is that you find yourself surrounded by people with more knowledge, more experience, more energy, and more goals. Puerto Rico was no exception.'

Kenneth Altizer, #2 PR Rep-Cat C: "I had a great time and really enjoyed Scott and Roger speaking on Friday. The most impressive thing was the ability to spend time sharing experiences with other PR people. I really enjoyed Old San Juan and the forts.

Jose Lopes, #1 Producer: "Puerto Rico Convention was an event to be remembered forever. It was a trip of a lifetime."

Robin Andrade, #1 PR Rep-Cat B: "Everything about Convention was positive. You were just surrounded by the most positive people. I came back with the most uplifted spirits."

Pamela Ladd, #4 GA: "I thought the convention was wonderful. It was beautiful in Puerto Rico, and the weather was perfect. I really enjoyed meeting the other agents. My favorite part was being able to be appreciated by Roger and Scott. It was very encouraging. I love the "first ladies". They are lovely, and I know they are the driving forces behind Roger and Scott. A memory I will not forget was the bus ride to the hotel with Jules [Pagano]. He was so down to earth and enjoyed eating my pretzels. I work for a company of "down to earth". I love it!"

Jeff Ribman, #1 MGA: While I have been to convention before, this one in Puerto Rico was a lot different. The best of American Income Life and National Income get to go to Convention, so being amongst the best is always special. Rio Mar and the weather was awesome. I had two opportunities to be recognized for our achievements in 2007; the "Tonight Show" during the general meeting (Roger Smith did a fine Jay Leno) and the awards ceremony. I also received many congratulatory remarks from my peers and other convention attendees. Some even came to me and told me how they were inspired by what I said when I was on stage. The ability to make an impact on others' lives was even more rewarding.

Jim Bianchi, #1 RGA: "As always, Convention was fabulous. Each year there are many things I look forward to, but among my favorites is catching up with friends from Home Office and the other agencies. Even more important is spending time relaxing within our own agency. It's just great seeing everyone have so much fun with each other and being pampered. This year only one thing was missing and that was our SGA, Durhon [Oldham], who could not attend because of his daughter's graduation. We all missed him a great deal, and it was no surprise so many people came up to me looking for him."









YTD Net ALP: 2,927,787 1st 6 Mo. Agt Prod: 2,102,489 % of Objective: 187% **Rtn: 72.4**

Friedlander

Bernard Rapoport: I've had the privilege of associating with thousands of people who chose American Income because it's a company that they knew offered "opportunity unlimited." Out of those thousands there are a few that are very, very special.

One of those is Steve Friedlander; he's like a son to me. It was on a vacation with his wife that he fell in love with New Zealand. He called me and said, "B, I really love New Zealand!" I said, "If you love it that much, I'll take American Income to New Zealand and you can be the SGA there." Well, that's exactly what happened. In some eight or nine years, he has built an unbelievable agency. He has insured for himself that he will always be a very, very rich man as a result of the leadership he has been able to provide. I take my hat off to him! His main strength was that he wanted to believe instead of being skeptical. He knew what "opportunity unlimited" meant and that it was at American Income where it could be realized. He's always been one of my favorites. Yep, he's my boy!



Steve Friedlander with the New Zealand Agency

Roger Smith: Fortitude, brilliance, wisdom – you have it all, buddy! Your omnipresent spark lights the path that guides your team to excellence. You followed your astute insight into the needs of working families across New Zealand, and in them you sparked hope and brought much-needed change. Here at AIL/ NILICO, you spark hope in us as well. Your determination and motivation strengthens our faith in what we do everyday of our lives. Congratulations!

Debbie Gamble: Congratulations to Steve and his entire agency for having a tremendous year in 2007! He was able to achieve 187% of his production standard and have huge growth over the prior year's production, all through the efforts of his agency under his leadership. He deserves to be recognized as SGA of the Year for those efforts.

Our hope is for his agency to continue to grow and for him to achieve even greater accomplishments in the years to come. On a personal note, Steve and Felice are truly wonderful people whom we are privileged to be associated with.

Rick Altig: I attended The Leadership Development School with Steve Friedlander in March of 1983.

At that time, he was one of the top stars of the company for providing leadership in personal production and quality. Steve is the kind of leader who is the same vesterday, today, and tomorrow-25 years later he is still a leader in production and quality. Anyone associated with Steve Friedlander is blessed.

Theodore Pappas: Steve is our company's poster child for opportunity unlimited. Being with AIL/NILICO for as long as Steve has been, and knowing him as many people do, brings certain words to mind: Visualization, Courage, Success, Humility, Leadership, and Perseverance. We in American & National Income have some great leaders in our top management roles and positions. Steve represents the epitome of what those positions are all about. Steve is not only a leader in his agency, but he is a leader in AIL/NILICO. He looks to help and mentor when there is no reward but the reward of helping someone in need. I congratulate him in his success and thank him for his friendship.

Jeff Ribman: Steve, it started as a dream for you in 1995 when you brought your family to New Zealand. I'm sure it was extremely gratifying to receive the company's ultimate recognition in 2007. It's because of your dream that Lorenzo, Taina and I were able to put together incredible teams in New Zealand and achieve our successes as the number one SA, GA and MGA for the year. Congratulations!



Retention Bonus*

QUALIFIER	SGA	AMOUNT
Benjamin Eggen	Altig-Orlovic	\$3,739.27
Justin Germany	Matt Flores	3,288.92
Tibor Simon	Altig-Orlovic	3,022.51
Lily Tchen	Cohen-Cohen	2,654.99
Michael Perkins	Jatoft-Foti	2,591.52
Al-Karim Walji	Altig-Orlovic	2,577.88
Timothy Cruise	Altig-Orlovic	2,537.76
Preeti Sahgal	Josh Chalom	2,526.60
Samantha Chui	Matthew Hogan	2,428.82
Freida Yakubov	Tom Williams	2,374.83

TOTAL RETENTION BONUS PAID: \$136,621.91 **90 Producers Qualified**

MGA Bonus*

QUALIFIER	SGA	AMOUNT
Michael Laramie	Steve Greer	\$1,057.82
Doreen Ryan-Foti	Jatoft-Foti	823.15
Dorian Oldham	Oldham-Bianchi	621.79
Brett Gryska	Oldham-Bianchi	544.16
David Wang	Bob Olson	523.23
Steven King	Paul Rumbuc	448.13
David Iriye	Cohen-Cohen	441.30
Sabrina Lloyd	Barry Dillah	409.87
Natalie Linker	Allan Jennings	389.68
Jason Mayer	Furer-Whittinghill	376.19

TOTAL MGA BONUS PAID: \$9,041.42 **26 Managers Qualified**

Reinstatement Bonus*

SGA	AMOUNT
Bob Olson	\$2,031.75
Jatoft-Foti	1,434.81
Tom Williams	895.11
Cohen-Cohen	835.82
Slav Bitman	793.79
Tom Williams	781.74
Eric Giglione	729.23
Bob Olson	626.43
Theodore Pappas	600.72
Bob Olson	516.04
	Bob Olson Jatoft-Foti Tom Williams Cohen-Cohen Slav Bitman Tom Williams Eric Giglione Bob Olson Theodore Pappas

TOTAL REINSTATEMENT BONUS PAID: \$18,077.79 **70 Producers Qualified**

PR Bonus*

OUALIFIER

SGA

AMOUNT

Al Wall	Josh Chalom	\$8,376.27
Karen Apgar-Scholz	Chris Hernandez	4,408.50
Robin Andrade	HO MA	2,295.00
Rona Pileggi Spano	HO Chicago	1,951.52
Amanda Mlinaz	Matt Henderson	1,572.00
Kenneth Altizer	HO WV	1,566.25
Steven Orcherton	HO CD (BC)	1,305.32
Casandra Robinson	HO CD (ON)	1,301.75
lacqueline Lowe	HO CD (AB)	1,251.47
Nilliam Verbeten	Joe Manone	1,096.50

TOTAL PR BONUS PAID: \$46,051.53 94 PR Reps Qualified

BR Bonus*

QUALIFIER

Robert Dunn Brett Gryska Stephen Bendure Michael LiBassi Sabrina Lloyd Wayne Fader Mitch Duplantis Earnest Powers Jeffery Thiel Cheryl Foti

SGA	AMOUNT
Surace-Smith	\$14,304.57
Oldham-Bianchi	12,000.95
Surace-Smith	11,901.63
Surace-Smith	11,895.69
Barry Dillah	11,707.33
Marc Rosen	11,576.04
Marc Rosen	11,299.51
Simon Arias	11,184.38
Simon Arias	10,727.26
Jatoft-Foti	10,404.94

TOTAL BR BONUS PAID: \$691,865.03 **531 Managers Qualified**

New Agent Bonus*

QUALIFIER	SGA	AMOUNT
Roghie Hassanloo	Josh Chalom	\$5,641.36
Kevin Ishikane	Altig-Orlovic	4,318.32
Brenda Anderson	Altig-Orlovic	4,054.72
Raymond Angeles	Altig-Orlovic	3,977.22
Marc Coulter	lmran Satti	3,723.44
James Ching	Marc Rosen	3,710.48
Elvis O'Banor	Eric Giglione	3,676.29
Karen Sessing	Marc Rosen	3,542.71
Julius Chibayere	Barry Dillah	3,377.36
Magen Campbell	lmran Satti	3,122.73

TOTAL NEW AGENT BONUS PAID: \$777,554.85 1,362 Producers Qualified

Catch Promotion Fever

Regional General Agent

Mary Ayarzagoitia Stephen Bendure

Master General Agent

Anthony Balsano Philip Camis Candace Engelson General Agent James Charron Ramin Maghsoud

Alek Auxier Lesly Bernard 57.5% **Christian Bryant**

60%

52.5%

Supervising Agent

Damien Cameron

Edward Bernard Dart Brown Rhonda Brown-Strong 55% **Johnathon Bunch** Romaro Crowder **Gregory Easley Travis Eick**

> Paul Abeling Jerry Agtmaal Mike Argersinger Derek Ayala **Teyonna Badger** Robert Barzyk **Brad Bennefeld** Jason Beyer Eric Bott Shoshannah Brenner **Jenna Burchill James Burke** Christina Campos Angela Chambers James Ching Jamie Christopher

Marcus Howard Andrew Ouellette Sarah Rilev Atta Saleh

Desi Dimitrova

Michael Forcier

Blanton Harper

Darcie Crotteau Lamine Diakhate Gus Graham **Brittney Mathews**

Scott English Christopher Feiner Mary Ann Gaelic Kristin Garramone-Hager Wesley Gaultney Kristina Gerhard Detreia Glover

Richard Cortez Elizabeth Cox Kellen Cuttance **Robert Davis** Shannon Donald Daniel Eggers Bradlev Foxall Cacia Galiano Cassaundra Gordon Kevin Graves LeTonva Grissett Renee Guerrero Ronald Guevara **Tracy Henderson-Edwards** Johan Henriksbo Terry Holden





Lawrence Willhite

Gevorg Yanukyan

Dichita Warren

Peggy Zanowicki

Nikki Woods

Karen Sessing

Milton Smith

Godley Varghese

Robert Reagan

Tvler Reed

Jeffrey Reid

Kimberly Riley

Barry Smith

Seth Wasson

Telly Wilson

Michael Weeder

Jamie Whitbey

Nellie Whittaker

Franlisa Williams

Carlos Yearwood

Cole Stukenholtz

Kenneth Thexton

Leah Thomas

Marisol Villalobos

Jose Tavera

Join us as we welcome our newest SGAs, David Solomonov to St. Louis and Sabrina Lloyd to New York.

David Irive Pablo Pirela

Thomas Reagan ⁴ **Ricardo Subero David Thomas**

Kevin Shields

Edward Rangel Kendall Reeves Andrew Skarka Anthony Theriault

Jermaine Gunter Aavan Khalif Adam Lachat **Dewey Lewis** Warren Mansell Ukaya McGee Neil Quinn

Darryl Jones Jocelyn Juhan Sharnitha King Nicholas Lorence Gabriel Manzo Daniel McCarthy Nedelka McLean **Catherine Minor** Sharonda Moses Justin Nevitt Cody Novak Johnathan Olsen Anthony Paradiso Jeremy Philbin Brian Raemer Erin Ralph

hế Hadayia Agency may well have oroken an AIL/NILICO record with the promotions of six agents in one day. Are you up for the challenge



Antoinette Yelloc







Kurt Papenhauser



39 Years of Service Pater Nielsen Years of Service Bert Feldman **26 Years of Service** George Farenthold **25 Years of Service** Rorv Crockford Cindy Furer Robert Whittinghill 18 Years of Service John McCreary **17 Years of Service** Herman Libman **16 Years of Service** Richard Case **15 Years of Service Joseph Nosse** 14 Years of Service Donald Shuck Brian Traboulay **13 Years of Service** Chervl Cook John Hancock 12 Years of Service Robert Hughes Sandra Johnson Patrick Parisi **11 Years of Service** Arthur Carter **10 Years of Service** Preeti Sahgal 9 Years of Service Julie Aprahamian Gregory Engrav James Schneider 8 Years of Service Lorena Barriere Elizabeth Hodgson 7 Years of Service Susan Bergh Iim Bianchi John Bulecza Volodymyr Derevyanyy Tracy Haden Christopher Hernandez Meneluo Perakis Casandra Robinson Imran Satti Jeremy Welch Matthew Wolfanger

Happy Anniversary

6 Years of Service Elaina Bosco Robert Bover Chad Delev Allan Gilbert Yvonne Hernandez Daniel Potilechio **5 Years of Service** Samson Adelufosi J D Bedford Micah Cohen Derrick Cook Taiwo Daisi Steven DiChiaro William Gordon Bedis Kilani Laura Mackin Anthony Mele Crystal Reeves Selena Thammasen Rosalie Zwicker **4 Years of Service** Nicholas Engrav Rita Haidinger Tvler Hunt Michael Laramie Kelly Pascal Randy Teyssier Iames Wallhauser **3 Years of Service** Brandon Corkins David Guzman Alina Latinsky Natalie Linker Iared Mlinarich Alan Silverman Ryan Tucker 2 Years of Service Daniel Armstrong Nadine Boudreault Sean Hall Iason Ihle Michael LiBassi Mathew Mealey Jenny Sample Michael Sheets Benjamin Vondrak **1 Year of Service** Michelle Adjiri Desiree Ast John Atsvor

1 Year of Service (cont.) Karuna Bhatia Prashant Borda Lawrence Broniszewski Michael Camara Romaro Crowder Lisa Dove **Richard Fisk** Milton Garlick Robert Granzow Andrew Gursky Clayton Hewlett David Hollis Charles Hutchins Danielle Jankowski Dmitriy Kagan Adam Lachat Veronica Lara Martina Laufenberg Ierod Lavert Ryan LeBaron Brian Lee Dewey Lewis Warren Mansell Jerry Marion Timothy Matteson Stela Meloche Jennifer Mitchell Amanda Niss Pablo Pirela **Julija** Purington Mike Rewitzer Jeremy Schultz Shaun Sideris Stuart Simpson Reynaldo Singson Kevin Smith **Richard Sprigg** Stacha Straight John Szoka Elizebeth Teller Lori Vaughn Timothy Velky Daniel Walton Terrence Wicks Brian Wolchok Michael Yoxtheimer Kent Zadko Claudia Zavala

MONETARY DONATIONS

American Income & National Income

- \$25,000 to National Latino Congreso
- \$25,000 to the America's Agenda Health Care Education Fund
- \$10,000 to the Working America Education Fund
- \$5,000 to the Institute for Police Research
- \$5,000 to the Tarrant County Central Labor Council
- \$3,500 to The Newspaper Guild Freedom Award Fund to sponsor The Honorable Jim Wright Invitational
- \$2,500 to Autism Speaks
- \$1,000 to the Alberta Federation of Labour
- \$750 to the Manitoba Federation of Labour

Top Contributions of Centralized PR

- \$1,440 to Guide Dogs of America as an IAM Golf Sponsor (HO CD - ON)
- \$525 to the *MB Building Trades Charity* as a Kids Golf Hole Sponsor (HO CD - MB)
- \$500 to the Manitoba Federation of Labour for their Winnipeg Folk Festival (HO CD - MB)
- \$408.98 to Naylor Canada Inc. for an ad in their annual magazine (HO CD - MB)
- \$400 to the SGJT0 Camosum College Student Society for an ad in their handbook (HO CD - BC)
- \$4,500 to the Home Care Workers (HO LA/OC)
- \$2,500 to Strengthening Our Lives for their dinner and an ad in their booklet (HO LA/OC)
- \$1,800 to the Building News Trade for an ad in their annual booklet (HO LA/OC)
- \$1,500 to CUPE Local 500 for their scholarship fund (HO CD - MB)
- \$1,340 to Softball Calgary (HO CD AB)
- \$1,300 to the Metropolitan Baltimore AFL-CIO Leadership Conference (HO DC)



Debbie Enstedt (Vice President, PR Field Operations) and Darlene Dziewit (President of the Manitoba Federation of Labour)

Top Contributions of Centralized PR (cont.)

- \$1,000 to *Hispanic Events Marketing* for their *Menudo Cook-Off* (HO LA/OC)
- \$1,000 to the NY AFL-CIO for a booth at their Labor Celebration (HO NY)
- \$1,000 to the **Oregon Hunters Association** for their convention (HO US - OR)
- \$960 to the Schofield FCU for their golf tournament and annual membership meeting (HO US - HI)
- \$850 to RWDSU's scholarship fund (HO CD SK)
- \$850 to the MA Building Trades Council (HO MA)
- \$675 to the AFL-CIO COPE Dinner (HO PA)
- \$600 to the PATCH Golf Tournament (HO US WA)
- \$500 to the Indiana Volunteer Firefighters Association for their annual meeting (HO IN)
- \$500 to the NJ State AFL-CIO for their convention (HO NJ)
- \$500 to the AFL-CIO Convention (HO PA)
- \$500 to the MT AFL-CIO for a raffle donation (HO US - MT)
- \$500 to Unions for Kids for the Poker Run/Chili Cook Off (HO US - WA)
- \$500 to the Puget Sound Labor Agency (HO US WA)
- \$500 to the Wailuku FCU (HO US HI)

The Jatoft-Foti Agency's Top Contributions

- \$900 to the Alameda CLC for tickets and an ad
- \$600 to the **Big Valley FCU** for a table and prizes
- \$430.96 to the Mt. Diablo Chapter CCUL for Vendor Night
- \$372.10 to the *Norcal Shoot*

Total \$24,494.95



Leo Van Den Bussche (PR Rep in Manitoba) presenting a donation to Sylvia Farely of the Manitoba Federation of Labour, accompanied by Debbie Enstedt, Darlene Dziewit (President of the Manitoba Federation of Labour) and Jacqueline de Vooght

OUTLOOK



ROB FALVO

SENIOR VICE PRESIDENT OF FIELD OPERATIONS

A WINNING ATTITUDE

Every so often while reading, I come across something that wakes me up like a strong whiff of ammonia. This time it was the question, "Are you leading with a win-win mindset?" I spent a few minutes thinking about some of my conversations and actions, and I realized I needed to improve in this area. I proposed to do the following, and I challenge you to do the same.

To grow a win-win mindset, we need to focus on the development of three character traits:

1. Integrity. Integrity means treating everyone by the same set of principles. Keep promises and fulfill expectations. Be loyal to those who are not present.

2. Maturity. Maturity is the balance between courage and consideration. Express feelings and convictions with courage, balanced with consideration for the feelings and convictions of another person. This requires maturity, particularly if the issue is very important to both parties.

3. An Abundance Mentality. An abundance mentality flows from a deep, inner sense of personal worth and security. It is a paradigm that states, "This is a world of plenty, and there is enough for everybody." It results in the sharing of prestige, recognition, profits, and decision-making. It opens possibilities, options, alternatives, and creativity.

Keeping in our hearts that our true calling as leaders is "to serve", this disposition will be easy to maintain. Now I ask you, "Are you leading with a win-win mindset?"

New Members Labor Advisory Board



Kinsey Robinson

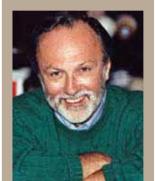
International President United Union of Roofers. Waterproofers and Allied Workers

Kinsey Robinson is the International President of United Union of Roofers, Waterproofers and Allied Workers. This union, based in Washington, D.C., has over 22,000 participating members from 9 regional district councils across the country. Since his appointment in April 2006, Robinson has continued to build on the worker training programs and increase the recruitment efforts of his predecessors, while emphasizing market development and labor and management relations.

Prior to his election, Robinson served as International Secretary-Treasurer for twenty-one years, a term that began in 1985 after he was unanimously elected into office, an event duplicated on four successive occasions. During his tenure, he fostered strong relationships with contractor groups and associations to provide members with comprehensive pensions and health care.

His impressive journey in union enhancement began with his roofing career in Spokane, Washington. He graduated from Local Union No. 189's apprenticeship program in 1968 and soon after became highly involved with his union. In 1969, he was elected to the Local's Executive Board where he served two terms before being elected as Recording-Secretary just three years later. Beginning in 1974, he held the position of the Local's Business Manager until he was appointed with the International Union as International Representative in 1982. It was during this time he pursued degrees in economics and labor studies while continuing his union work.

We are honored to introduce Kinsey Robinson as a new member of AIL/NILICO Labor Advisory Board. His immense experience and education, coupled with his outstanding determination and drive, will propel our team to soaring heights.



David Bonior Chair

American Rights at Work

Bonior is the Chair for the Board of Directors of American Rights at Work, a nonprofit advocacy group that defends workers' rights. Formed in August 2003, this Washington D.C.-based group educates the American public on the inadequacies of the legal system and the barriers workers may face when they attempt to unionize and engage in collective bargaining.

In Summer 2005, Bonior led a group of delegates - composed of international human rights advocates, U.S. academics, and civic, political, and religious leaders - across the United States on the

"Workers' Rights are Human Rights" tour, exposing the abuses of workers' rights in America.

Elected to the U.S. House of Representatives in 1976, Bonior served the residents of Macomb and St. Clair Counties for 26 years, the longest tenure of any Congressman from this district. He spent these years advocating for working families across America and was known to be a strong voice of human and civil rights. From 1991 until his retirement in 2002, he served as the House Democratic Whip, the second-ranking Democrat in the House.

Bonior holds a B.A. from the University of Iowa. From 1968 to 1972, Bonior both served in the U.S. Air Force and earned a M.A. in history from Chapman College. He worked as a probation officer and adoption caseworker before he was elected to Michigan Legislature in 1972. He is the author of The Vietnam Veteran: A History of Neglect and Walking to Mackinac.

It is with deep sincerity that we welcome David Bonior as a new member of the AIL/NILICO Labor Advisory Board. He has truly dedicated his life to enriching the lives of workers' and their families, and we look forward to the wonderful dynamic he will bring to our team.

PERSPECTIVE



SCOTT SMITH

EXECUTIVE VICE PRESIDENT & CHIEF MARKETING OFFICER

ATTITUDE IS A GIFT TO GIVE YOURSELF

In this issue of Spotlight you have seen much about our 2008 Convention in Puerto Rico. Convention is really one of my favorite times of the year. When you attend Convention, it is nothing but a celebration of success. C thing everyone has in common is a great attitude.

I started thinking, where does positive attitude come from? It comes from within. It comes from the decisions you make. It has nothing to do with what happens to you; rather, it comes from how you react and what you with what happens to you. It comes from your ability to process your thoughts in a positive way regardless of the circumstance.

While there will always be highs and lows, the good new is the more you work on your attitude, assuming you're willing to, the less vulnerable you will become to the negative events in life. You must be determined to stay the right frame of mind. Determination and passion are must to developing and maintaining a great attitude. O sustained, a great attitude will ultimately become a par your fiber.

Unless you decide that you want to become more posiyour attitude will not be positive. Even though you ma believe you are a positive person, ask yourself, "Can I become even more positive?"

	Here are some thoughts on attitude improvement:
Dne	1. Always be cognizant that you have decided to improve your attitude.
S	2. Stop blaming others. Get over it. It ain't them.
do o he	3. Know where you are, and know where you should be. Manage your time and be organized to avoid stress or tight situations.
ws	4. Become solution-oriented. Substitute the time previously spent griping on looking for solutions. Every obstacle is an opportunity in disguise. If you spend too much time lamenting on the obstacle, then the opportunity will pass you by.
e a Once rt of	5. Think before talking. Those who think before they speak seldom regret what they have said, and the result is always positive.
tive, y	Think positive. Speak positive. Act Positive. Make "positive" a part of your daily routine. Seek solutions. You have been given a bag of cement and a bag of stones. It's your decision to build a stepping stone or a stumbling block.



SEE YOU ON THE RED CARPET



2009 Convention: May 14-17, 2009

Stay at the Beverly Hilton, home of the Golden Globe Awards

For complete Convention Qualifications, go to: www.ailife.com/agency/spotlight/maingtl.htm





BR Bonus_ Total \$691,865.03

Qualifier Robert Dunn	Bonus \$14,304.57
Brett Gryska	12,000.95
Stephen Bendure	11,901.63
Michael LiBassi	11,895.69
Sabrina Llovd	11,707.33
Wayne Fader	11,576.04
Mitch Duplantis	11,299.51
Earnest Powers	11,184.38
Jeffery Thiel	10,727.26
Cheryl Foti	10,404.94
Francisco Perez	10,327.55
Harjeet Rana	9,747.08
Allan Gilbert	8,742.05
Desi Dimitrova	8,545.84
Steven DiChiaro	8,220.57
Matthew Melhorn	8,085.70
	7,777.92
Timothy Clark	
Robert Shafer	7,529.68
Marino Baca	7,185.32
John Collins	6,544.29
Joseph Moore	6,336.05
Levar Morgan	6,153.83
Pamela Ladd	5,796.73
Byron Paz	5,773.47
Zachary Hart	5,640.18
Samuel Cohen	5,419.79
Daven Hermosura	5,403.47
Brock Adams	5,205.30
Emmanuel Villasenor	5,084.48
Dorian Oldham	5,043.76
Diane Carrion	4,970.79
Jason Harris	4,813.77
David Iriye	4,801.89
Brandon Teter	4,752.76
David Melcher	4,646.71
John McCreary	4,448.06
David Wang	4,438.92
Randy Teyssier	4,412.91
Kirk Alexander	4,391.56
Athar Sheikh	4,334.16
Alex Grakhov	4,301.35
Erik Graham	4,225.96
Gregory Engrav	4,174.13
Robert Gerdes	4,169.36
David Thomas	4,161.58
Steven King	4,128.39
Jason Taylor	4,057.80
Maxine Moody	3,892.89
James Palmes	3,800.36
Ryan Bisanz	3,772.14
Laura Fisher	3,772.07
Volodymyr Derevyanyy	3,580.78
Michael Laramie	3,571.59
Robert Hearns	3,571.39
INVOCITINGUISIS	3,320.14

Qualifier , Alberto Alcala	Bonus 53,412.01
John Franklin	3,359.58
Mark Bleier	3,230.34
David Montgomery	3,137.40
Lawrence Hauck	3,022.97
David Hausman	3,009.22
David Guzman	2,914.28
LaTonya Tucker	2,878.86
Richard Correa	2,830.60
Alan Silverman	2,818.73
Daniel Phares	2,809.19
Antoinette Yellock	2,801.34
Richard Sprigg	2,754.73
Alvin Hagens	2,717.08
Christopher Jordan	2,704.13
Melissa Losk	2,698.01
Melissa Losk Beth Snow	2,698.01
bein snow Hasheim Jones	2,697.64
Perquida Osborne	2,599.03
Tiffany Roland	2,578.68
Craig Strompf	2,554.89
Benham Halali	2,549.21
Jason Dickson	2,530.75
Vanessa Garcia	2,515.66
Dawn McElwain	2,493.48
Rodney Ward	2,437.90
Richard Barbour	2,400.61
Michael Garrett	2,393.47
Matt Pflueger	2,362.29
Samuel LaSala	2,225.79
William Ray	2,221.01
Mathew Mealey	2,208.38
Michael Black	2,204.55
Rebecca Klebsch	2,181.22
Eric Cochran	2,156.21
Tracy Haden	2,152.45
Orett Nelson	2,146.60
David Garbarskiy	2,103.64
Tim Schroeder	2,081.14
Christopher Williams	2,044.37
Alex Gonzales	2,043.92
Evan Holzhauer	2,043.26
Michael Sheets	2,040.07
Gabriel Feldmann	2,015.06
Averyl West-Washington	1,997.59
Rachel Arenas	1,990.70
Robert Hamilton	1,985.43
Jeremy Welch	1,978.78
Theodore Greer	1,963.30
Sebastian Kazek	1,958.87
George Lahamedjian	1,954.66
DeMario Cooper	1,855.87
John Thornton	1,829.63
Phillip Humbel	1,828.17
Bobby Guiral	1,807.07

Qualifier Kathryn Chaisson	Bonus \$1,793.19
Shaun McDonald	1,755.90
I-Perfection Harris	1,727.91
Brad Thomas	1,709.63
Elvis Langha	1,688.69
Raymond Risucci	1,659.24
Lee Jeffers	1,644.19
Diego Arango-Puerta	1,640.08
John Hollins	1,635.53
Stephen Jubrey	1,635.28
Britany Pariente	1,612.17
Karuna Bhatia	1,583.60
Kyriacos Davis	1,573.70
Jason Mayer	1,572.27
Raphael Bouchereau	1,553.08
Eric LaBossiere	1,530.66
Robert Kanaan	1,518.37
Daniel Orr	1,518.36
Patrick Stenglein	1,486.44
Julianna Jones	1,469.36
Arthur Greene	1,466.17
Earle Harris	1,455.42
Christopher Keller	1,447.26
James Brenneis	1,444.27
Jason Young	1,432.73
Lanajo Wagnon	1,428.05
Daniel Walton	1,415.95
Jermaine Gunter	1,400.47
Stacie Jones	1,399.75
Todd Royer	1,371.86
Atta Saleh	1,370.09
Stefanos LeBrasseur	1,351.51
Dustin Raaum	1,349.80
Jennifer Wehrle	1,349.54
Gevorg Yanukyan	1,330.37
Danielle Jankowski	1,319.53
Aaron Gebke	1,311.32
London Burnett	1,309.56
Norman Hightower	1,270.94
Sonia Marin	1,258.15
Bryan Gravel	1,238.62
Michael Solomona	1,197.66
Edward Rangel	1,180.26
Benjamin Foti	1,174.15
Christian Chenier	1,170.34
Clifford Mekelburg	1,164.15
James Vatert	1,156.51
Michael Mandella	1,149.82
Brian Fernandez	1,137.00
Michael McIntosh	1,125.40
Vann Durham	1,106.58
Andrew Petersen	1,077.04
Natalie Linker	1,070.17
Albert Lau	1,059.22
David Ramirez	1,039.22

BR Bonus

loger Melton	\$1,042.03
ustin Herdzina	1,036.95
aime Cervera	1,024.71
usan Cooksey	995.60
ames Cunningham	970.99
Aoswen Taylor	963.08
Aathew MacCannell	960.24
iregory Easley	953.17
oralee Vasquez	945.13
orenzo Lameko	935.96
Intonio Monica	922.69
ames Allen	917.63
anies Allen Javid Saez	904.35
5433333 man	
ieorge Noujaim Laron Burke	887.34
	879.20
Aichael Romeo Ienneth Greer	862.67
	849.30
elson Scott	842.46
oby Potter	834.13
Aichael Boyer	826.07
cott Fenton	808.86
athy Thompson	791.08
ristin Garramone-Hager	788.27
harles Hutchins	781.12
manda Luchtenburg	779.74
lichael Lockhart	774.19
ayan Khalif	767.09
lan Weissen	763.06
icholas Dwyer	761.20
ina Edmonds	752.15
imberly Bird	749.63
aul Samra	734.12
haun Sideris	733.27
asali Kotun	727.70
ohn Manarte	724.99
elvin McDiarmid	719.18
ara DeFiore	703.07
ravis Brock	694.40
hilip Prata	691.72
arai Castanon	679.55
cott Hanna	668.76
uis Bagundo	668.05
edric Davis	667.57
obert Vincent	660.19
oyd Hodoh	657.17
ackie Alston	645.02
Aary Attie	631.33
arret Kun	629.16
ndrew Bishop	615.68
ngela Coleman	612.24
loah Strozier	609.62
ikardo Garavito	609.34
Aichael Sakiewicz	601.12
tichael Thomas	599.66
atherine Georgiou	599.53

	Diri
Qualifier Neil Ouinn	Bonus \$599.23
Blake Higuchi	595.94
Michael Vasu	591.81
lose Sanchez	574.85
Daniel Valenzuela	566.77
Marcus Howard	562.00
Travis Eick	557.45
Michael Marion	555.05
Justin Nevitt	533.05
David Romfoe	544.25
Yvonne Hernandez	544.25
	1993
Benton Tong Bedis Kilani	534.11
	522.55
Adam Lachat	516.52
Curtis Proebstel	509.13
Dustin Henderscheid	491.72
Julia Beatty	487.38
Ricardo Subero	480.32
Dart Brown	477.14
Shiwa Hollingsworth	470.80
Daniel Kelly	464.94
Bradly Larsen	461.84
Dewey Lewis	454.80
Andrew Brinkmeyer	451.64
Romaro Crowder	450.43
Steven Engrav	443.42
Benjamin Vondrak	441.59
Herbert Adams	437.54
Michael Antognoli	434.29
Ryan Stenglein	433.63
Pablo Pirela	429.34
Matthew Lukesh	426.42
Kenji Leonard	425,75
Albert Thompson	418.37
Mickey Flinn	417.82
Timothy Velky	413.18
Stacy Taylor	410.56
Patricia Lee	410.34
John Charlton	409.11
Elizabeth Cazares	409.01
Delaunda Milner	401.86
Hovhannes Ter-Martirosian	401.09
Karen McQuoid	390.82
Erin Moyer	388.61
Corey Carbon	385.30
Matthew Cartwright	384.63
Justin Wilson	375.14
Edward Bernard	373.74
Donald Wold	368.02
Наоуи Хи	363.96
Jamie Rutan	362.07
Maijargal Sukbaatar	361.22
Lesly Bernard	360.34
Michael Zom	358.82
Damien Cameron	358.23

Qualifier Candace Engelson	Bonus \$357.12
David Solomonov	356.31
Zeve Katz	356.05
Brian Blair	354.11
Brent Leathers	353.25
Keith Green	352.54
Josh Pearson	347.43
Ryan Hall	343.52
Lisa Dove	337.29
Kathryn Dickens	337.12
Timothy Watson	326.76
Richard Blake	326.46
Daniel Armstrong	326.21
Doreen Ryan-Foti	322.05
Jamie Christopher	317.51
Scott English	312.75
Brandon Davis	312.36
Hyungjun Kae	311.85
Aaron Schroeder	310.80
Josiah Burton	309.15
Nicholas Zangardi	308.54
Jamison Weatherspoon	306.19
Samantha Chui	301.74
James Isip	299.38
Adaoma Okereke	293.17
Adam Smith	291.50
Tevita Uasilaa	288.08
Sarah Riley	285.00
Nicholas Engrav	280.98
Mary Chastity Daquigan	280.88
Jerren Hughes	276.40
Godlove Mbah	269.58
Anthony Mutter	268.04
Adam Ellis	264.96
Cynthia Romero	263.78
Arun Raj	260.58
Marshan Johnson	260.37
Christopher Stephens	259.55
Lawrence Willhite	256.60
Dichita Warren	255.42
Thomas Soloweyko	255.05
Sharron Belcher	254.3
Roghie Hassanloo	253.45
David Kearns	252.24
Martin McCarthy	245.15
Hector Dessis	241.68
Patrick Duray	239.37
Larysa Shkinder	237.7
Matthew Ho	237.2
Andrew Stinnett	237.23
Francisco Zarathustra	237.2
Gregory McMeckan	
Jason Ocean	233.87
	230.54
Tami Dixon Sanahana Panan	230.22
Stephaan Brown	228.21

Qualifier	Bonus
Michel Dickey	\$224.58
Matthew Gonzales	224.40
Karen Sessing	224,14
Noel Ables	223.78
Graig Beck	223.65
Matthew Smith	218.45
Pablo Garcia	217.68
Steven Farless	215.89
Elaina Bosco	214.56
Glenn Van De Sande	212.88
Bradley Weigand	211.97
Jorell Washington	211.46
Frederico Watkins	210.96
Andrea Barenholtz	210.53
Pat Madsen	202.45
Brian Balch	200.12

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*All qualifiers listed achieved at least \$200 in bonus totals.

Public Relations Bonus

Total \$46,051.53

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*All qualifiers listed achieved at least \$200 in bonus totals.

MGA Bonus

6

Total \$9,041.42

May Bonus Qualifiers

Michael Laramie	\$1,057.82	
Doreen Ryan-Foti	823.15	
Dorian Oldham	621.79	
Brett Gryska	544.16	
David Wang	523.23	
Steven King	448.13	
David Iriye	441.30	
Sabrina Lloyd	409.87	
Natalie Linker	389.68	
Jason Mayer	376.19	
Tiffany Roland	341.93	
Alex Gonzales	337.09	
Samantha Chui	280.60	
LaTonya Tucker	280.07	
Cheryl Foti	254.53	
Dustin Henderscheid	235.63	
Harjeet Rana	230.02	
Christopher Stephens	209.43	
Jennifer Wehrle	202.96	

*All qualifiers listed achieved at least \$200 in bonus totals.

Spotlight June 2008 💼 Encore!

Reinstatement Bonus

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Total \$18,077.79

May Bonus Qualifiers

David Wang	\$2,031.75
Sami Mogannam	1,434.81
Robert Appel	895.11
Balvino Cardoza	835.82
Frank Kolligian	793.79
Arthur Westergren	781.74
Stephen Liberto	729.23
Timothy Dawe	626.43
James Larkin	600.72
Daniel Potilechio	516.04
Barbara Quilla	475.25
David Jackson	417.03
Diana McNair	395.49
Alan Silverman	383.01
Olaf Johnson	329.82
Jodi MacPherson	309.87
James Hurlburt	306.57
Harjeet Rana	297,12
James Richner	282.09
Carlo Bonifazi	274.32
Keisha Sandle	261.06
Henry Getty	242.58
Bento Tong	236.73
Ryan Hall	213.00

*All qualifiers listed achieved at least \$200 in bonus totals.

Spotlight June 2008 🔳 Encore!

Retention Bonus

Total \$136,621.91

QUALIFIER	BONUS*
Benjamin Eggen	\$3,739.27
Justin Germany	3,288.92
Tibor Simon	3,022.51
Lily Tchen	2,654.99
Michael Perkins	2,591.52
Al-Karim Walji	2,577.88
Timothy Cruise	2,537.76
Preeti Sahgal	2,526.60
Samantha Chui	2,428.82
Freida Yakubov	2,374.83
David Farraway	2,370.27
Andrew Haskins	2,325.09
Bill Heath	2,322.08
Yevgeniy Kashkin	2,300.06
Max Quasem	2,248.60
Karen McQuoid	2,222.10
Earnest Loveless	2,216.66
Kevin Haines	2,140.39
David Jackson	2,119.43
Nancy Myers	2,105.76
Ed Olfert	2,101.04
Jesse Wise	2,031.50
Todd O'Neill	2,019.37
Benham Halali	1,989.38
Corey Neff	1,981.45
John Cochrane	1,943.08
Natalie Soboleva	1,915.44
Michael Bromberg	1,857.95
Christopher Jordan	1,802.92
Alan Rosen	1,802.17
Troy Plummer	1,759.34
Kelly McDonald	1,726.16

QUALIFIER	BONUS*
Arthur Westergren	\$1,708.88
Steven Edgell	1,703.94
Helen Taylor	1,686.23
Douglas Zigby	1,644.02
David Ackerman	1,638,73
Russell Morris	1,548.60
Gregory Hayman	1,509.33
Lovely Johnson	1,493.70
Angeles Ordas	1,454.27
Donald Wold	1,439.53
Lamine Diakhate	1,434.89
Mickenzie Linse	1,412,29
Benjamin Mancillas	1,407.38
Iryna Sushkova	1,343.04
Larry Bolinske	1,338.78
Eli McKenzie	1,309,46
Daniel Potilechio	1,301.64
Bobby Gujral	1,283.52
Dale Kuntz	1,260.83
Travis Vandeberghe	1,247.69
Scott Remmey	1,242.09
Kenji Leonard	1,224.87
Zulfikar Bhukera	1,221.63
Heather Hewitt	1,212.62
Scott Hanna	1,211,20
Greg Stewart	1,209.75
Mark Bleier	1,204.53
Richard Carter	1,201.57
Krista Thieme	1,193.61
Andrew Bishop	1,172.19
Ricardo Garavito	1,169.03
Omar Hashimi	1,102.95

QUALIFIER	BONUS*	
Joey Kennedy	\$1,037.90	
Randolph Souliers	1,001.88	
Pamela Drury	991.13	
Rory Crockford	955.58	
James Palmes	915.74	
Robert Ulreich	907.53	
Rickie Sasser	903.70	
Devin Phillips	871.78	
Sami Mogannam	868.89	
Marinela Achim	864.07	
Larry Malitz	859.79	
Clayton Menezes	853.99	
Benjamin Vondrak	827.63	
Norman Lew	782.67	
Mark Peltz	753.51	
Salvatore Giacchi	737.71	
Maijargal Sukhbaatar	720.48	
Christy Starr	670.19	
Arthur Greene	663.21	
Richard Davis	611.70	
Andrea Barenholtz	611.40	
Patricio Mamaclay	609.94	
Brandon Davis	606.75	
Alex Gonzales	479.92	
Jamie Winkler	473.57	
John Farley	465.12	

*All qualifiers listed achieved at least \$200 in bonus totals.

<u>New Agent Bonus</u> **Total \$777,554.85**

QUALIFIER	BONUS*		
Roghie Hassanloo	\$5,641.36		
Kevin Ishikane	4,318.32		
Brenda Anderson	4,054.72		
Raymond Angeles	3,977.22		
Marc Coulter	3,723.44		
James Ching	3,710.48		
Elvis O'Banor	3,676.29		
Karen Sessing	3,542.71		
Julius Chibayere	3,377.36		
Magen Campbell	3,122.73		
Jamison Blom	3,105.21		
Stephanie Broeder	3,058.38		
Patrick Taylor	3,005.50		
Paul Abeling	3,003.07		
Telly Wilson	2,943.66		
Evan Wicklund	2,833.60		
Atta Saleh	2,746.77		
Amanda Deal	2,729.23		
Cassaundra Gordon	2,682.93		
Erik Costello	2,674.38		
Mary Ann Gaelic	2,639.72		
Matthew Marshall	2,607.79		
Catherine Minor	2,572.66		
Dart Brown	2,566.91		
Michael Thomas	2,530.10		
Michael Baier	2,488.92		
Kimberly Bird	2,487.60		
Kellen Cuttance	2,451.11		
Michael Delahunty	2,360.47		
Emiliekier Ignacio	2,347.78		
Natalie Lloyd	2,344.64		
Joshua Lageman	2,325.86		
Ronald Stingley	2,320.13		
Nathaniel Gagum	2,293.54		
Marco Santos	2,258.53		
Lorie Keller	2,257.29		
Lori Sellers	2,236.86		
Victor Rodos	2,226.70		
William Parmeter	2,218.71		
Nicholas Moakley	2,197.43		
Anais Cardiel	2,187.38		
Yerson Larrahondo	2,178.75		
Dichita Warren	2,061.67		
Kyriacos Davis	2,059.63		
Norman Candelore	2,057.64		
Terry Holden	2,037.30		
Nicole Shelton	2,037.50		
Robert Vincent	2,031.58		
Mark Sowten	2,023.59		
Ceasar McClain	2,023.33		
Andrew Reynard	1,979.34		
Mark Ziemianski	1,975.05		
Todd Mileti	1,972.74		
Nedelka McLean	1,963.99		
Jamison Weatherspoon	1,961.08		
Lephus Scantling	1,960.75		
John Manarte	1,943.01		
Brock Lampee	1,938.48		
Kevin Richard	1,937.20		
Haoyu Xu	1,931.54		
Theresa Sanfilippo	1,900.22		
James Burke	1,895.23		
Brent Leathers	1,894.28		
Alvin Flournoy	1,886.17		
Robert Reagan	1,879.19		
Michael Antognoli	1,849.49		
manacrintognou	1,012-13		

QUALIFIER	BONUS*
Johan Henriksbo	\$1,836.40
Jeffrey Shrader	1,822.68
Floyd Hodoh	1,813.34
Jermaine Gunter	1,812.11
Casey Larson	1,785.03
William Collins	1,783.28
David Walton	1,779.51
Stephen Jubrey	1,778.40
Justin Wilson	1,775.29
Charles Clagett	1,749.56
Hsiaohsuan Li	1,740.53
Juan Cardona	1,733.06
Babak Zadeh	1,732.11
Bernardo Lopez	1,728.66
Regina Stingley	1,726.47
Kim Sprenger	1,717.75
Michael Bresette	1,707.95
Cody Novak	1,704.63
Jun Ma	1,692.37
Ramin Maghsoud	1,681.00
Jerome Kastrow	1,677.89
Brandon Asuka	1,673.15
Eric Zweifel	1,670.44
	1,659.72
Catherine Cusyck	1,659.26
Kristin Garramone-Hager	1. T. ST. C. W. C.
Jacqueline Reim	1,647.30
Eric DePalma	1,625.74
Kevin Shields	1,624,99
Phillip Cobrand	1,619.48
Alfredo Ramirez	1,612.69
Rajiv Mehra	1,598.58
Alex Hernandez	1,550.26
William Ray	*,550.15
Debera VanDyke	1,548.37
Matthew Jack	1,538.21
Timothy Keene	1,538.19
Jason Marlow	1,535.98
David Popowitz	1,534.09
Stephan Siemens	1,533.25
Jennifer Garcia	1,528.19
Adrienne Terry	1,528.04
Christen Coppola	1,525.24
Alexander Seropian	1,524.51
Benton Tong	1,522.90
John Tippett	1,517.88
Tina Ward	1,517.49
Aaron Pullam	1,509.51
Detreia Glover	1,501.80
Calvin Moore	1,490.61
Jeff Lamar	1,474.99
Kimberly Riley	1,471.71
Vance Bosch	1,470.84
Anthony Gachie	1,454.71
James McLagan	1,453.92
Shawn James	1,452.12
Moustafa Makhmoud	1,448.08
	1,444.45
Osei Agyeman	the second second second second
German Pena	1,432.06
Daniel McCarthy	1,413.12
Joshua Atwood	1,404.00
Joan Giron	1,398.12
Shannon Donald	1,391.67
Norbert Nelson	1,391.50
Pritpal Sandhu	1,391.35
Daniel Gamble	1,387.01
Jason South	1,379.14

QUALIFIER	BONUS*
Clifford Mekelburg	\$1,377.78
Craig Kitchner	1,373.37
David Ramirez	1,362.10
Erica Cassavaugh	1,359.32
Jeremy Engrav	1,350.38
David Aronovich	1,342.50
Gail Siemer	1,340.40
Raymond Appleberry	1,339.14
Regenia Mapson	1,336.39
John Tate	1,335.34
Brandon Zangaro	1,330.98
Brendan Boyle	1,326.56
Amy Zimmerman	1,323.50
Joseph Hecker	1,321.05
Gabriel Manzo	1,320.26
Antonio Monica	1,317.95
Darron Hacker	1,314.24
Jamie Zeigler	1,312.68
David Jasso	1,311.18
William Buckenmeyer	1,309.12
Craig Adams	1,306.55
Gleb Ostrovsky	1,305.49
Michael Reynolds	1,304.23
Rhonda Brown-Strong	1,301.36
Elma Walker	1,300.89
Georgia Georgopoulos	1,299.77
Daniel Johnson	1,299.57
Eric Graham	1,299.57
Seth Wasson	1,293.55
Carey Sobers	1,290.10
Joseph Flynn	
Athar Sheikh	1,284.71
Mark Lindenmann	1,284.55
Kevin Smith	1,282.48
Matt Wyss	1,282.38
Christopher Feiner	1,276.13
Greg Luna	1,275.85
Jonathan Swink	1,274.78
Jayne Herrick	1,272.96
James Delaplante	1,270.59
Joel Gage	1,265.55
Prudence DesJardins	1,257.39
Wayne Lurch	1,249.90
Amy Shui	1,247.27
James Scholder	1,246.81
Vera Leus	1,238.67
Berlinda Parker	1,236.96
Ryan Neel	1,235.36
Suzette Payne	1,234.46
Rhelda Allen	1,231.71
Robert Biser	1,231.45
Eric Bott	1,229.29
Sefo Purcell	1,228.18
Shannon Walters	1,224.79
Debbie Romero	1,219.22
Jose Lomeli	1,218.90
Christopher Brooks	1,218.70
Wayne Green	1,217.86
Sarai Castanon	1,217.19
David Wheeler	1,217.08
Matthew Glisson	1,210.54
Sandra Reite	1,198.08
Suejame Genao	1,198.01
Leonard Jemiolo	1,195.42
Duane Robertson	1,186.03
THE REPORT OF A DESCRIPTION OF A DESCRIP	1,185.00

New Agent Bonus

QUALIFIER	BONUS*
Michael Brown	\$1,173.37
John Fargot	1,171.61
Mary Chastity Daquigan	1,171.25
Arlene Grosso	1,170.88
John Pagano	1,167.28
Edward Harris	1,163.97
Christopher Edwards	1,160.05
Jill Grimes	1,157.00
Timothy Palmer	1,154.11
Charles McMain	1,147.52
Brian McTear	1,144.72
Steven Dean	1,143.10
Ashley McMurtry	1,139.18
Khristopher Lee	1,136.18
Tyler Murray	1,134.83
Ryan Joachim	1,129.30
Craig Erwin	1,126.46
David Mellies	1,123.73
Michael Rome	1,121.39
Irakli Dolidze	1,117.97
Larry Pereiro	1,115.23
Rochelle Kieta	1,114.12
Charles Perez	1,110.58
Tanisha Haynes	1,108.64
Juan Morales	1,108.51
Darryl Jones Kurt Papenhausen	1,105.16
Taneshia Solomon	1,103.39
Ryan Clark	1,102.37 1,102.23
Petrice Adams	1,101.04
Jason Beyer	1,098.73
Shaun Williams	1,095.44
Jimmie Bell	1,089.90
Gregory McMeckan	1,089.12
Stephon Donaldson	1,083.69
Ronald Starr	1,083.33
Benjamin Kelly	1,080.86
Barbara Oglesby-Jones	1,079.71
Mickey Flinn	1,077.35
Kristi Vang	1,074.17
Shannon Sawyer	1,073.57
Robin Glisson	1,069.65
Shawn Yarbrough	1,060.59
Kathy Tran	1,050.49
Frank Mangus	1,048.68
Frederick Greene	1,044.52
Sheila Albitre	1,043.98
Tina Grzeca	1,042.40
Christena Wong Godlove Mbah	1,036.89
	1,035.55
Tammy Zagata Charles Mickens	1,029.85
Jerrell Johnson	1,028.67
Jera Culbert	1,025.25
Timothy Matteson	1,024.32
Erik Rice	1,023.53
Johnathan Olsen	1,022.34
Elise Lombardo	1,018.86
Alicia Pineau	1,018.68
Julie Merner	1,016.29
Michael O'Connor	1,015.45
Danielle Jankowski	1,013.54
Danira Madrigal	1,012.03
Narcisse Tchapga	1,011.20
Lee van Delft	1,009.59
Aseneth Meza	1,009.45
Craig Byer	1,006.03
Franklin DeJesus	1,005.60
Jose Harb	1,005.30
Adam Smith	1,002.12
Blake Hardison	1,001.14
Stephen Burton	1,000.56

1	QUALIFIER	BONUS*
	Badr Bouchnafa	\$1,000.12
	Angelica Gallardo	997.08
	Veronica Barrionuevo	994.29
	Almir Toska	985.79
	Neil Quinn	985.42
	Marilyn MacLeod	969.75
	Ashley Whitehouse	966.08
	Huong Nguyen Eddy Prellwitz	963.71
	Adam Dziak	960.41 960.33
	Kevin Yakowich	958.41
	Elizabeth Cox	958.01
	Claudia Frye	953.72
	Kelly Irwin	946.08
	Lisa Martinez	945.03
	Montell Mister	940.81
	Renata Szwab	939.19
	Peter Soybel	937.56
	Jarrod Turner	936.87
	Michael Pett	936.02
	Eric Godere	935.28
	Luvette Ward	935.18
	Scott English	933.37
	Justine Farney	932.74
	Jamie Rutan	931.55
	Christina Grimes	929.97
	Joseph Fink	926.67
	Lanajo Wagnon	922.70
	Jose Tavera	922.03
	Renee Benavidez	921.95
	Jake Penz	916.18
	Anthony Theriault	908.95
	Kent Zadko	906.18
	Daniel Griffin	905.14
	Rashelle Nugent-Smith	904.31
	Dustin Kiss	903.32
	Peter Patrie	903.20
	Troy Gosine	900.16
	Vianney Ruiz	897.07
	Andrew Brinkmeyer	892.53
	Lawrence Broniszewski	892.35
	Shermeka Nicholson	890.65
	Alba Wandurraga	890.08
	Sonia Trevino	889.60
7	Elizabeth Cross	876.59
	Robert Drake	868.49
	Sunshine Moran	868,18
	Edward Nelson	864.47
	Cara DeFiore	860.05
	Gregory Hood	857.04
	Sonia Marin	855.10
	Tahila Mateni	850.92
	Renee Anderson	850.62
	Shaelagh Legus	846.20
	Aaron Schroeder	843.39
	Nellie Whittaker	840.37
	Kristina Gerhard	837.01
	Rosemary Martinez	834.50
	Syntoshia Tolbert	831.49
	Leone Tomjames Matthew Cisneros	829.84
	Uatesoni Tuatonga	825.88
		824.29
	Alisha Kluttz Stephane Masyn	824.24 823.54
	1월 전 대상은 동안의 영금을 위한 1955 호텔이지 않는	
	Ricky Bryant Gene Bartoli	820.50
	Donald Johnson	814,77
	Kevin Roach	812.02
	Stephane Piche	809.81
	Nicholas Lorence	808.34 804.41
	John Hollins	804.26
	Thomas Hudak	804.10

QUALI	
Benjamin Tarta	TANK INTERNET
Daniel Hanson	801.09
Robert Marver Tihesha Allen	798.84 796.72
Peter Kwiatkov	
Carol High	790.76
John Jones	790.18
Ukaya McGee	789.86
Daniel Scoggir	
Jerry Kust	787.49
Eric Vaughan	782.33
Christine Walk	
Christian Vasqu	iez 782.07
Timothy Velky	780.22
Mary Attie	780.05
Cole Stukenho	
Kyle Schilkey	773.81
Donna Shelby	773.61
Michelle Battle	
Dewey Lewis	772.33
Daniel Eggers	772.10
Secelie DeBello	
James Valentin	
Jeffrey Dugan Franlisa Willian	766.79
	57) (C.R.C.B.P.)
Nicholas Brust	
DeAngelo Has Mehr Shahuka	
Brandon Belisle	
Derek Ayala	756.69
Christopher Hi	
Carlos Yearwoo	
William Brashe	
Jeffrey Durand	749.55
Demetrius Fran	
Yolanda Palme	
Chad Lewis	745.76
Kristin Magnus	on 745.32
Toafa Teo	744.31
Clifton Horton	
Barbara de Sae	
Sharonda Mos	
Jonathan Ung	
Ariana Gutierre	
Craig Beck	733.80
Kristyne Rowle	
Michael Schulr	
Melissa Merza Brian Wolchok	718.00 717.13
Todd Rothfuss	716.75
Matthew Wein	243.27
Dustin Dunlap	er - 713.76 709.90
Travis Eick	709.08
Kevin Burton	708.09
Rencel Jones	705.68
John Fifita	704.51
Gregory Myers	
Christian Bryar	t 703.13
Wendy Jenning	702.65
Catherine Gard	enhire 702.09
Blair Yates	701.42
Loralee Vasque	
Alta Johnson	700.09
Mario Chavez	696.42
Gus Graham	694.93
Alex Felix	691.32
Michael Black	690.85
Laurie Quinn	686.13
Billy Wilder	685.12
Edward Range	
	684.11 678.03 677.90

New Agent Bonus

QUALIFIER	BONUS*
Kurtis Ross	\$675.09
Wendy Cox	674.46
James Conley	673.55
Frank Carpenter	673.13
Darryl Mitchell	672.41
Joshua Toft	670.40
Michael Bennett	666.51
Christopher Hussong	665.81
Lura Diaz	662.55
Tanya Golovanoff	660.16
Dustin Klingebiel	659.37
Allan Barrow	658.40
Tawanna Sadeeq	658.04
Arsen Yanukyan	656.98
Paul Krouse	655.24
Lola Tatum	653.87
Wendell Allen	648.30
Ahmed Karkoura	642.00
Scott Smaltz	641.81
Richard Gandia	640.98
Kowalsky Lucien	637.89
Leticia Carranza	637.81
David Harrington	636.20
Adam DeLuna	631.36
Brock Adams	630.77
Jake Sheridan	630.28
Kieth Matesig	627.83
Elena Ungaretti	626.08
Jon Parker	624.75
Timothy Watson	624.29
Jose Rivera	623.90
Elizabeth Cazares	622.67
Julia Beatty	621.97
Jo Karr	621,30
Christine Durrer	618.21
Joshua Burgess	618.13
Alfonso Garcia	615.49
Brad Thomas	615.11
Henry Getty John Glennon	614.23
John Johnson	613.40 609.29
Stephanie Williams	604.13
Steven Newell	603.99
Abolfazl Mohammadi	601.47
Jang Kim	601.31
David Foster	600.01
Paul Moore	599.47
Keith Litterst	597.65
Brandon Fleck	596.20
Lynn Jones	595.97
Mesrak Yemenu	595.28
Sheryl Patterson	589.15
Jorge Bermudez-Prado	589.08
Daniel Valenzuela	585.65
Maritza Argueta	585.27
Micah Jordan	585.05
Michael Young	584,24
Michael Buckman	583.28
Sharon Barnes	582.72
Tony Fox	581.27
Jennifer Holliday	581.18
Mark Page	580.22
Shasta Doty	580.16
Matthew Nereng	576.14
James Reisser	\$75,36
Jesus Gonzalez	574,79
Gary Van Ert	573.47
Kathy Langley	\$72.10
Kevin Rendon	572.05
Marsela Kresic	571.06
Sundeep Grewal	569.24
Maria Greene	567.73

QUALIFIER	BONUS*
Bill Duncan	\$567,61
Matthew Smith	565.32
Bruce Davis	564.80
John Gawinski	562.56
Brandon Kissinger	562.48
Kelli McNabb	561.02
Brandon Lambert	560.43
Terry Knudson	557.83
David Stupich	553.94
Erica Buda	553.87
James Erickson	552.03
Andrew Gursky	549.57
Sharron Belcher	548.72
	547.41
Peggy Zanowick	
Marshan Johnson	547.31
William Walter	543.97
Stacy Taylor	543.00
Kate Verhelst	542.30
Michael Romeo	538.90
Michael Weeder	538.56
Humera Sheikh	537.85
Daniel Burnell	534.57
Tracey Dugan	530.17
John Velisek	529.54
Silvia Ortiz	528.67
Mark Clark	527.88
Vanessa Garcia	523.17
Douglas Nowlin	518.08
Rondi Cook	517.55
Jacqueline Mathews	513.90
John Averi	513,81
Wieslaw Zamozniak	512.56
Bryan Dye	510.76
Lesly Bernard	509.90
Jason Frazer	509.12
Juan Montufar	507.06
Jessica Kemp	506.52
Katherine Wright	506.06
Mark Beckford	505.49
Dulce Garcia	502.41
Stefan Comanita	498.45
Marcus Hix	497.98
Sharon Brenner	495.00
Robert Smith	491.85
Courtney Korng	491.27
Alexander Scott	488.35
Adelfa Parinas	487.15
Richard Cortez	486.82
Gevorg Yanukyan	486.57
Kenneth Greer	486.25
Alexandru Sofineti	484.48
Darcie Crotteau	483.44
Michael Rygh	483.06
Bernard Coffey	482.34
Mindy Kohl	481.00
Tyler Reed	480.03
Dorothy Henkel	477.88
Nireas Uth	477.51
	474.53
Michael Kinsley Melicea Schroeder	
Melissa Schroeder	472.15
Kenneth Thexton	471,98
James Turner	470.33
Kyle Marano	470.28
Sarah Malekyar	468.00
Anthony Davis	464.67
John Serrano	464.31
Theresa Trecroce	463.41
Moussa Cissoko	462.64
Jody Steele	461.71
Corey Wesson	459.59
Sita Pereira	458.96
Fernando Fernandez	457,95

QUALIFIER	BONUS*
Edmond Harris	\$457.18
Aaron Gebke	453.73
Carmen Johnston	450.21
Keith Green	450.04
Brian Balch	449.42
Maxi Hampton	449.22
Jimmy Riley	447,69
Cynthia Wilwayco	445.70
Thomas Matthews	445.44
Thomas Bushaw Curtis Craft	444.58
Pamela Smith	444.32
Amanda Niss	441.21
Neville Shahukar	441.20
Juan Acevedo	439.54
Jayson Medema	438.51
Rita Earl	438.02
Ivoni Amato	436.56
Donna Reid	435.39
Ryan Whorley	433.98
Kendall Reeves	433.26
John Harrison	432.66
John Van Buren	430.99
Sam Kudla	428.25
Timothy Peters	427.92
Kathryn Dickens	426.18
Johnathon Bunch	425,43
Luiggi Caicedo	423.01
Lanise Johnson	422.35
Richard Pasternack	421.35
Katrina Arnold	421.20
Crystal Hollingsworth	420.30
Brad Bennefeld	419.52
Erin Moyer	419.09
Zeve Katz	418.07
Marisa Willgruber	417.51
Ryan Trimble Kendall Walters	416.49 416.02
Damien Cannaday	413.98
Ryan O'Donnell	413.58
Erik Dzikowski	412.87
James Richner	412.30
Stanley Olivar	412.03
James Seaborn	409.78
Daniel Mensah	407.71
Charles Schuetz	407.31
Charles Zwicker	405.62
Arthur Brehm	405.36
Robert Abbott	402.84
Jason Hosick	402.38
John Charlton	401.50
Salvatore Gallo	400.18
Wendy Dull	397.51
Tiffany Membery	397.11
Larry Adebesin	392.74
Ryan Miller	391.90
Brittany Smart	391.65
Aaron Jones	391.65
Jean Michelle Hardee	390.77
Giselle Thomas	389.52
Liliya Paraketsova Linda Sanion	387.20
Linda Sapien	386.89 386.12
Charles Patterson Trisba Shenherd	385.87
Trisha Shepherd Antonio Adair	385.61
Cody Christian	385.21
Brandin Foos	384.73
Brian Key	381.83
Aaron Haskins	381.29
William Smith	380.72
Robert Lynam	380.42
Wilfredo Figueroa	378.01

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New Agent Bonus

Brene Guerren 517.60 Jame Ross. 517.80 Jame Ross. 517.80 Rerry Agrinal. 174.8 Maria Carrer 323.0 Thomas Bryant. 204.8 Incred Scope Rerry Agrinal. 174.8 Maria Sarrer 320.0 Thomas Bryant. 204.8 Incred Scope Brace Stewart 317.60 Svent Jamon 300.0 Claire Maningas Incred Scope 200.00 Maria Carrer 320.0 Maria Carrer 300.0 Incred Scope 200.00 Maria Carrer 300.0 Incred Scope 200.00 Maria Maria Maningas 200.00 Maria Maria Maningas 200.00 Maria Ma	QUALIFIER	BONUS*	QUALIFIER	BONUS*	QUALIFIER	BONUS*	QUALIFIER	BONUS
etrory inscription 17.81 Mana Career 32.57 Christi Patrick 26.14 Olderisk Management Michael Rice 17.53 Mousi Foror 31.30 Thomas Structure 31.67 Marke Stevart 31.72 Joseph Marrinsette 31.39 Lakia Aliono 20.40 Lakia Aliono				\$320.89	Aaron Latham	\$264.65	Vincent Sportiello	\$209.28
eith Addinada 9/4.18 Million Smith 332.50 Itionass Bryant 20.16 Claice Kanestow bill with the 102.51 Sondh Frost 312.90 Bindhords Gordon 201.61 Claice Kaningas true Stewart 312.11 Elia keystrans 312.50 Bindhords 201.71 Elia keystrans 201.71 Elia keystrans 201.71 Bindhords 301.72 Bindhords 201.72 201.72 Bindhords					Christi Patrick	264.38		209.12
Ald Date Biles 372.91 Stank Front 379.97 Brandon Gordon 422.62 Claire Mannagas and statistics 200.57 Marrisotte 380.97 Jaking Mathem 200.57 Marrisotte 200	CLORE NEW YORK CONT		Milton Smith	320.50	Thomas Bryant			208.33
units visser 31.7.8 Josph Morrissette 313.97 Jackin Alson 261.30 Jetter Jone usis heart pow 30.04 Hitcher Morse 317.85 Daniel Davis 290.05 Mitdlerd Rush usis heart pow 30.04 Hitcher Morse 317.85 Daniel Davis 290.05 Mitdlerd Rush usis heart pow 30.04 Hubele Hernandoz 317.05 Jamie Whitby 233.8 Marcus Wills dick Lawence Hervesc 317.05 Jamie Whitby 235.5 Jamie Thirts and post 255.6 Jamie Mithy 253.5 Jamie Thirts and post 255.6 Jamie				319.99	Brandon Gordon			208.22
prinze Stewart 391.13 Bible Vegtman 317.66 Seven Larson 187.67 Jeffrey Hagan ostain hevitt 390.67 Michael Moree 317.66 Design Hovits 390.67 ostain hevitt 390.67 Michael Moree 317.66 Design Hovits 390.67 ostain hevitt 390.67 Michael Moree 317.66 Design Hovits 390.67 ostain hevitt 390.67 Michael Moree 317.66 Design Hovits 300.67 odem Lachar 390.37 Marcy Compone-Brophy 240.61 Robert Barryk Robert Barryk orinae Nicon 363.11 Balas Andres 313.28 John Robert 233.17 Bilan Kalos orinae Nicon 363.60 Frinter Datawa 312.48 Marche Prosende 333.12 Bilan Kalos Scott Courtcher Bilan Kalos orinae Nicon 363.10 John Andredosa 313.20 Doninis Moreley 233.11 Bilan Kalos orinae Nicon 363.20 John Merchan 313.20 Doninis Moreley 33.12 Bilan Kalos	iurtis Visser	371.78	Joseph Morrissette					
ii Augustone Alpune 309.9 Mitchel Moore 317.85 Damie Davis 2996 Mitcher Manh sich Neutri 100.0 Mitchel Moore 317.85 Damie Davis 2996 Mitcher Manh dide Kvorng 307.48 Lievente Revers 317.67 Borna Ekne 277.91 Mitchel Manh dide Kvorng 307.48 Lievente Revers 317.67 Borna Ekne 277.94 Mitchel Galerison 256.66 Robert Surguy Status 100.0 Mitchel Mark 100.0 Mitchel Manh 100.0 Mitchel Galerison 256.66 Shells Keth 100.0 Mitchel Galerison 256.67 Shells Keth 100.0 Mitchel Galerison 310.0 Mitchel Galerison 256.0 Mitchel Galerison 256.0 Mitchel Galerison 310.0 Mitchel Galerison 248.57 Will Prompson 100.0 Mitchel Galerison 310.0 Mitchel Galerison 248.57 Will Prompson 100.0 Mitchel Galerison 310.0 Mitchel Galerison 310.0 Mitchel Galerison 340.0 Mitchel Galerison 310.0 Mitchel Galerison 310.0 Mitchel Galerison 340.0 Mitchel Galerison 300.0 Mitchel Galerison 300.0 Mitchel Galerison 310.0 Mitchel Galerison 340.0 Mitchel Galerison 310.0 Mitchel Galerison 310.0 Mitchel Galerison 340.0 Mitchel Galeriso	iruce Stewart							207.31
ustain Revit 190.60 Initianal Luz 197.60 Jeffrey Watcon 133 Bick Revit 190.48 Isabelle Hernandez 317.00 Barnie Kine 275.31 Jamie Whitbey 256.50 Bick Revit 190.48 Isabelle Hernandez 317.00 Barnie Whitbey 256.50 Robert Barryk Bick Revit 386.97 Marco Willer 317.00 Christina Campos 255.61 Bick Revit 366.64 Fritten Octave 312.30 Christina Campos 253.61 Bitheb Dolimpio 305.66 Fritten Octave 312.31 Marco Willing Marco Willing Khonk Duty 364.7 Bahin Abbout 312.11 Doninic Moseley 253.17 Reene IB Baptize Khonk Duty 364.7 Bahin Abbout 312.10 Moser Secure 243.11 Willy Thompson Indee Setz 362.10 Justin HercZina 312.10 Moser Secure 243.10 Indee Setz 362.3 Gary Mast 30.64 Oleitin Source 243.10 Indee Setz 363.7	i Augustine-Akpan				AND A DESCRIPTION OF A			207.13
dide Kwong 107.87 60m3 Kine 238 Matchine Harmon construction 107.84 Intervent Prevent								206.86
Itichael Maráno 307.48 Isabelle Hernandsz 317.00 Jamie Vinithey 26.23 Jamie Unithop/E Scaueline Medina 363.9 Marcu SWilkes 316.2 Micheel Gorizon 25.30 Schert Stark, response Strich Adenhead 367.21 Laurence Patten 313.8 John Elgert 25.35 Schert Stark, response Strich View Dampio 366.4 Fritzrel Ocave 312.5 Karen Pscal 25.34 Schert Stark, response Strich View Dampio 366.4 Fritzrel Ocave 312.5 Michael Of Stark, response 25.81 Gene Walker Strich View Dampio 362.11 Decinic Adestron 312.0 Normic Moseley 23.11 Binn Entistos Strich View Dampio 362.11 Decinic Adestron 312.0 Normic Moseley 23.13 Beene Malker Strich View Dampio 362.11 Decinic Adestron 310.90 Ans. 30.90 Strich Michael Gorizon 20.31 Micrae Malker Strich View Dampio 362.3 Mark Damber Micrae 312.20 Normicrae Malker 312.20 <td< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>206.83</td></td<>								206.83
dam Lachat 39.36 Marcus Wilkes 316.40 (Inches) Elongson 25.36 Schells Keilt eilh Cadenhead 307.21 Laurence Patten 313.84 Lohn Elgert 25.36 Schells Keilt eilh Cadenhead 307.21 Laurence Patten 313.84 John Elgert 25.36 Schells Keilt isturburd Cade 306.44 Tasha Sanders 312.24 Allocale CROWER 25.31 Scott Controler isturburd Cade 306.44 John Alloso 25.31 Scott Controler 26.33 Hense In Baptize inches Stass 36.31 Deconics Culters 310.3 Note Scott 26.33 Hense In Baptize inches Stass 36.33 Lisa Stella 309.7 Chickapher Bauer 24.03 Huip Jordan wayse Povell 36.33 Lisa Stella 309.71 Schelde Binaure 24.04 Huip Jordan serein Morrises y Bang		the second						206.72
Marcla Villes 316.0 Marcla Villes 316.4 Michael Galorizo Display Grain Marcla Villes Nang Campion Repth 313.8 John Egett 255.00 Stolla Keith orraine Nixon 302.1 Laurnice Patten 313.8 John Egett 255.00 Stolla Keith orraine Nixon 302.4 Laurnice Patten 313.8 John Egett 253.01 Scott Could Are rik Burkhard 342.3 Bahia Abbout 312.3 Robert Socum 253.01 Scott Could Are marce Susan 32.2.1 Dennica Cuberson 312.8 Sophia Szele 253.01 Renae In Baptizite marce Susan 32.1.1 Dennica Cuberson 312.9 Robert Socum 245.8 Hinip Jondan waverne Powell 30.31 Las Stella 30.90 Shelvé Merzer 245.1 Margarita Kagan erif Morrissey 302.3 Carry Mats 30.86 Deennica Cuberson 243.0 erif Morrissey 352.8 Earler 31.0.8 Anne Scottan 32.0 ana						256.56	Robert Barzyk	205.70
Charge in Media 388.9 Point QL Comptone Strapping 31.44 Christina Compos 25.56 Sheila Keith Containe Nixon 302.10 Laurence Pattern 31.38 John Elgert 25.38 Sheila Keith Stathew Dolmapio 362.66 Fitzmell Occe 31.22 Michael Of Notarke 25.30 Rykin Keither Buikhard 364.36 Johna Palla 31.21 Michael Of Notarke 25.31 Stel Stella Keith Buikhard Johna Palla 31.21 Dominic Moseley 25.31 Stel Stella Keith Inclassica 36.21 Dominic Moseley 26.31 Michael Of Norseley 26.31 Michael Of Norseley Inclassica 36.10 Stephanie Grandro 310.90 Ansu Kanara 24.33 Willy Thompson Inclassica 36.01 Stephanie Grandro 30.90 Shelwe Merzer 245.31 Michael Of Norseley Inclassica 36.30 Lica Stefa 30.90 Shelwe Merzer 245.31 Inclassica 36.30 Lica Stefa 30.90 Shelwe Merzer					Michael Glorioso	256.30	Robert Surguy	205.65
eith Laderlinead 39.21 Laurence Pattern 33.88 John Eigert 23.38 Johneite Wigit interne Noom 365.41 Tasha Sonders 313.22 Michael O'Nouke 35.38 Scott Coutcher interne Noom 365.46 Fritzmel Octave 312.54 Michael O'Nouke 23.38 Scott Coutcher interne Noom 363.11 Dennia Cuberson 311.12 Dominin Moseley 23.18 Scott Coutcher interne Noom 362.11 Dennia Cuberson 311.12 Dominin Moseley 20.31 Gene Walker more Susan 362.01 Lusis Hedraina 310.20 Ansu Kanara 247.33 Willy Thompson inches Seguin 360.33 Lisa Stella 309.97 Shevkie Menzer 245.21 Margania Kagan erem Korrissey 360.23 Gary Mast 306.84 Jason Fisher 233.5 Mark Bostwick 306.14 Jason Fisher 243.54 Markagan Markagan arene Cawford 37.20 Karal Jorden 303.22 Markagan Markagan 20.74 Markagan 20.74 arene Sareguin 35.25 Ma			Nancy Crampton-Brophy	316.44	Christina Campos			205.07
orraine Nixon 363.31 Tasha Sanders 312.22 Michael O'Rounke 233.00 Nyia McChee nik Burkhard 564.84 Jonhun Palka 312.24 Michael O'Rounke 233.12 Brian Kaltos nik Burkhard 564.84 Jonhun Palka 312.34 Alberto Hernandez-More 233.12 Brian Kaltos nicholas Dury 364.71 Bashia Abbout 312.13 Sophia Szeto 233.37 Benea In Baptiste nichos Jacstin Herdzhan 312.09 Kohert Socum 248.85 Willy Thompson niches Saltz 360.01 Szmpa Hindson 310.09 Arsus Kanana 247.33 Jennifer Dillon Niches Saltz 360.01 Szmpa Hindson 309.07 Christopher Bauer 246.30 Marginita Kagan arenet Savarine 353.20 Mark Rostwick 306.84 Olesia Simutore 246.71 Marginita Kagan arenet Savarine 357.80 Karl Jorden 303.22 Hector Urena 238.15 Braine Sandia 357.20 Vanni Erada 303.20 Hector Urena				313,88				203.98
Sathev Colimpio 353.66 Fitznel Octave 312.34 Karen Pascal 253.28 Scott Courtcher Bink Sathaw Joshun Palka 312.34 Alberto Hernandez-More 231.31 Gene Walker Bink Abbout 312.31 Dominic Moseley 231.91 Gene Walker Inca Susan 362.01 Lustin Herdzina 311.29 Robert Slocum 248.35 Willy Thompson Inca Susan 360.70 Sarya Hudson 310.90 Sorphia Szeto 233.31 Jennifer Dillon Inches Seitz 361.01 Stephanic Gradmin 310.90 Ansu Kanara 247.33 Jennifer Carlo 346.84 Philip Jordan Inches Carly Gene 352.55 Mark Rostwick 306.84 Olesiii Sinaunea 244.70 Jim Lee Intere Carloford 357.80 Karl Portwickstorn 303.22 Marcus Stengel 333.0 Intana Sindberg 355.80 Anne Po-Wilhongi 302.22 Marcus Stengel 333.0 Intana Sindberg 355.80 Anne Po-Wilhongi 302.2 Marcus Stengel 233.1 <td></td> <td>366.31</td> <td>Tasha Sanders</td> <td></td> <td></td> <td></td> <td></td> <td>203.51</td>		366.31	Tasha Sanders					203.51
nik Burkhard 364.88 Joshua Palka 312.34 Alberto Hernandez-More 235.12 Bisan Katrosa myra Campbell 362.11 Deonica Culherson 312.03 Sophia Szeto 230.37 Renae In Baptiste more Susan 362.10 Justin Herdzina 311.29 Sophia Szeto 240.37 Renae In Baptiste more Susan 362.10 Justin Herdzina 312.09 Ansu Kamana 477.33 Jennifer Dillon hichael Ennan 360.70 Sanya Hudson 310.29 Christopher Bauer 246.58 Philip Jordan wayne Powell 360.33 Lisa Stella 309.97 Shevie Menzer 245.21 Marganita Kagan Jim Lee Mark Bostwick 306.6 Jason Fisher 245.31 Marganita Kagan Jim Lee Mark Bostwick 306.6 Jason Fisher 243.54 Jim Lee Jim Lee	Atthew Dolimpio	365.66	Fritznel Octave					
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*All qualifiers listed achieved at least \$200 in bonus totals.